

# AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture  
Chief Exponent Of The American Nursery Trade



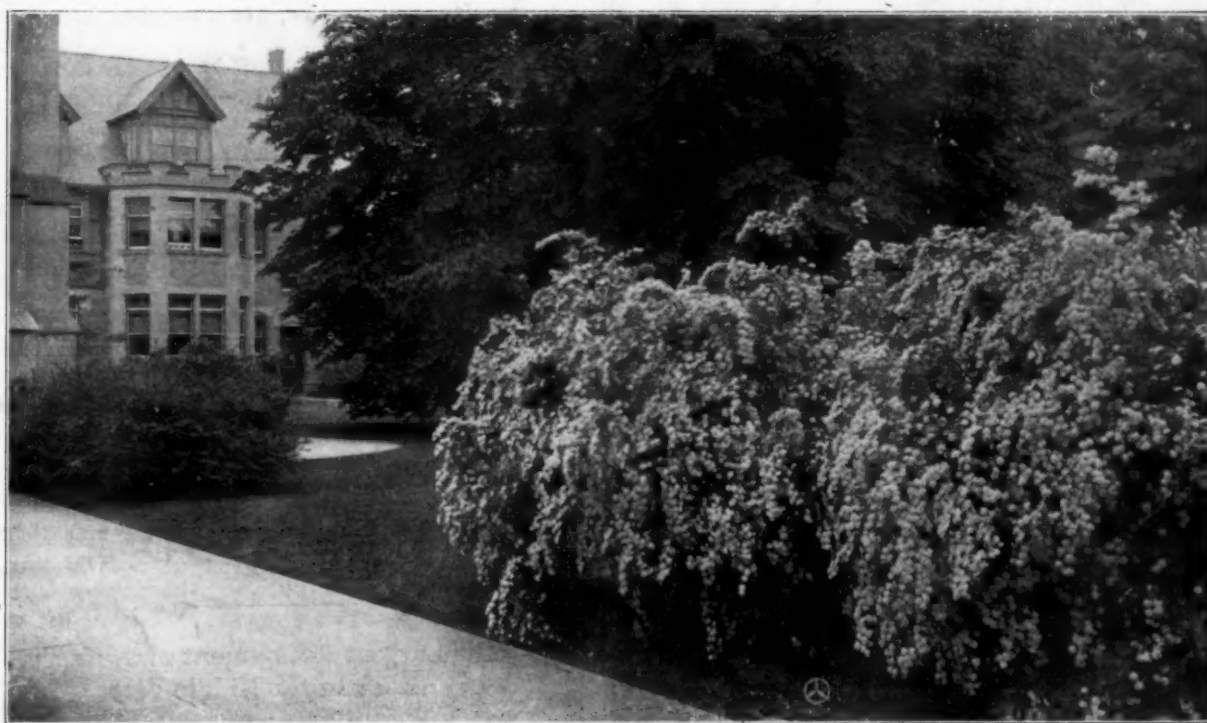
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Vol. XXIX

ROCHESTER, N. Y., APRIL, 1919

No. 4



## PAINESVILLE NURSERIES

**THIS IS THE PLACE**

TO TRY FIRST,—AND SAVE TIME

— FOR —

**FRUIT TREES**

**NUT TREES**

**SMALL FRUITS**

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DEALERS GARDENERS  
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Montmorency, Richmond and Dye House, 3-4 inch up

Apple,	-	-	-	-	3 and 4 years
Ben Davis	-	-	-	-	Dr. Matthews
Benoni	-	-	-	-	Gano
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Carson (red, earlier than Yell. Trans.	-	-	-	-	Stark
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These maples are straight and fine stock.

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OFFER A VERY COMPLETE LIST OF  
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FOREST TREE SEEDLINGS

and would advise placing orders early for seedlings. Forest  
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Consult us for prices before placing your order elsewhere

NONE BETTER ANYWHERE

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## AMERICAN NURSERYMAN--April, 1919

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**ADVERTISING**—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$1.40 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad for \$2.00 a year. Add ten cents unless bank draft, postal or express money order is used. Three years, \$3.50 in U. S.

RALPH T. OLCOTT  
Editor and Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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PREFERRED  
STOCK

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STOCK

## We're Much Too Busy

to write up anything very special for April. We are putting in long hours in attending to orders and inquiries PROMPTLY. Business is booming all over the country, so far as our information goes. It's the biggest year ever with us, by over 25%. Now is the time to make up for some of the lean years that many nursery businesses have been through.

OUR BULLETINS OF UNSOLD STOCK are issued at two-weeks intervals now, so as to have them as nearly correct and "up to the minute" as a constant flow of orders will permit. If you do not receive them regularly write us for the latest one. They are for THE TRADE ONLY. Use printed stationery or enclose business card.

# Jackson & Perkins Company,

NEWARK, NEW YORK

We are subscribers to the Nurserymen's Market Development Fund

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from 2½ to 4 in.

**European Linden, from 2 1-2 to 4 in.**

**Austrian Pines, from 5 to 12 ft.**

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**Hemlocks of all sizes up to 12 ft.**

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# Charles Ammann

Central Ave. and Tuckahoe Road,  
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**KEEP OUR PRICE LIST CLOSE AT HAND**

It will solve most of your troubles

Keep your shortages covered closely

# Shenandoah Nurseries

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A. F. LAKE, Vice-Pres.

R. S. LAKE, Sec'y-Treas.

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### ORNAMENTAL SHRUBS

		10	100
Deutzia Gracilis	1200	9-12 in. .... \$1.00	\$ 8.00
" Gracilis Rosea	1600	1½- 2 ft. .... 1.50	12.00
" Lemoinei	2000	2-2½ ft. .... 1.75	15.00
Hibiscus Double Pink	1100	12-18 in. .... 1.00	8.00
Hydrangea P. G.	6000	2-2½ ft. .... 1.25	10.00
Spirea Anth. Waterer			
For lining out			
bushy, field-grown	15000	- 9 in. .... .75	6.00
15M @ \$50 per M			
2 year	3000	12-18 in. .... 1.50	12.00
Spirea Van Houttei	3500	2½- 3 ft. .... 1.25	10.00
	1750	3- 4 ft. .... 1.50	12.00
	2000	4- 5 ft. .... 1.75	13.00
Viburnum			
Tomentosum Plicatum	6000	3 in. .... .75	6.00
	6700	12-18 in. .... 1.50	12.00
	2000	2- 3 ft. .... 2.00	18.00
	1500	4- 5 ft. .... 3.00	25.00
Weigela Eva Rathke	3000	18-24 in. .... 1.75	14.00
	1000	2- 3 ft. .... 2.00	18.00

### HONEYSUCKLES

Lonicera Chinese, 2 year	5000	2-2½ ft. .... 1.25	10.00
3 year	700	3- 4 ft. .... 2.00	14.00
Heckrottli, \$90 per M	3500	2- 3 ft. .... 1.00	10.00
100 per M	4000	3- 4 ft. .... 1.20	12.00
Hendersoni	400	2- 3 ft. .... .90	9.00
	2500	3- 4 ft. .... 1.00	10.00
Japonica aur. reticulata	500	2- 3 ft. .... 1.50	10.00
	500	3- 4 ft. .... 2.00	14.00

**TRUE JAPAN BARBERRY (enough for a 10 mile hedge)**  
From cuttings from one original plant. Plants more uniform than if seedling stock.

2 year \$50 per M	1-1½ ft. ....	6.00
3 year 70 per M	1½- 2 ft. ....	8.00
3 year 80 per M bushier	1½- 2 ft. ....	9.00
90 per M	2-2½ ft. ....	10.00
Extra Strong		
\$15 to \$20 per 100	3- 4 ft. ....	

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ANTOINE WINTZER,  
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# American Nurseryman

## The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol XXIX

ROCHESTER N. Y., APRIL, 1919

No. 4

### ORNAMENTAL TREES and SHRUBS OF MERIT for NEW ENGLAND

By Wm. H. Judd of the Arnold Arboretum at the Eighth Annual Convention of the New England Nurserymen's Association, Boston, January 28 and 29, 1919.

I want to try to take you through the year with a selection of a few of the best and most attractive flowering trees and shrubs that should be more commonly seen and grown in gardens. Some of the subjects to be named are not new, but certainly are as good as many of the new ones and may have been overlooked by the growers of ornamental trees and shrubs.

During December and January, we have in flower, *Hamamelis Vernalis*, a native of Missouri and Arkansas. This is a small, bushy shrub and is covered with deep yellow strap-shaped flowers small than those of the common witch hazel that flowers in October. Coming to the end of January and in February, we have *Hamamelis Mollis* in flower, probably the best and handsomest of these shrubs in the size and color of its flower which are a bright yellow with a claret colored calyx. The foliage is good and the shrub is perfectly hardy and vigorous and no garden is complete without a shrub or two of this and the previous mentioned winter flowering variety.

Belonging to the same family is *Corylopsis Gotoana*, the leaves of which resemble a witch hazel but the fragrant canary yellow flowers are produced in drooping racemes. The shrub is tall and spreading with sub-erect branches, and flowers in May.

The first shrub to unfold its leaves in spring is *Prinsepia Sinensis*, a perfectly hardy tall and vigorous shrub with spreading spiny branches and clusters of bright yellow flowers produced in the axils of the leaves. The berry like fruit that comes later is about the size of a cranberry, and is red.

One of the handsomest of the Asiatic deciduous *Rhododendrons* is *Rhododendron Schlippenbachii*. A perfectly hardy shrub and in early May bears beautiful large flesh pink flowers. It should be planted in the sun. Several hundred of seedlings were raised last year and it should soon become a popular variety, although in one or two Massachusetts gardens are some fair sized plants already.

*Rhododendron Careanum* (*R. Poukhanensis*) has been called to your attention before. This is a delightful low, compact bush with a profusion of rosy mauve fragrant flowers produced every May and the bush is never injured by any drought or heat. The common variety "Yodogawa" is only a double flowered form of this species.

*Rhododendron Mucronulatum* is an upright deciduous shrub that never fails to flower every year about the end of April before the foliage appears. It bears pale rose colored flowers that last in good condition for nearly three weeks.

*Rhododendron Carolinianum* which flowers in June is one of the best broad leaved

evergreens recently introduced and never fails to give a crop of its pale pink clusters of flowers, either in sun or shade every June.

There are numerous good varieties of flowering apples, too many to describe, but a selection of one or two of the best include *Malus Arnoldiana*, supposed to be a hybrid between *Malus Cerifer* or *Malus Floribunda*, both its parents being hybrids. It is a low, wide spreading bushy tree with long arching branches, extremely beautiful when completely covered with its large flowers that change from rose to white and in the fall are covered with red fruits. Another of more tree-like habit is *Malus Sieboldii* *Calocarpa*, handsome in spring or autumn. The flowers are pink and white and the fruit which covers the bush is bright scarlet. The foliage is lobed and this variety used to be called *Malus Toringo Incisa*. The double flowered form of *Malus lobensis* known as *Bechtels Crab* should be seen more than it is for the beautiful double pink flowers like small roses always give considerable pleasure and interest to be public.

The new roses are numerous but one of the best introduced from China is without doubt *Rosa Hugonis*. The long arching branches are completely covered from end to end with beautiful pale yellow flowers. The shrub is quite hardy and grows fast, and is one of the earliest to flower, often by the middle of May. Another new and interesting rose is *Rosa Omeiensis*, a vigorous tall grower having the young stems covered with broad, bright red prickles, and bears pure white fragrant flowers with only four petals. Its name is derived from the sacred mountain of Omei in China where it is common, and promises to be a valuable plant here on account of its hardiness. It should also make a good hedge plant. It flowers the middle of May.

*Rosa Spinosissima Altaica*, although an old variety of the Scotch rose is one of the best and deserves to be grown more. It never fails to flower every year about the end of May, and is one of the best and hardiest of all the single flowered roses that can be grown in this climate.

*Rosa Multiflora Cathayensis* should be taken hold of by the hybridist. It is a climber and Chinese representative of the well-known multiflora, but bears large clusters of single pink flowers with a center of yellow anthers flowering about the middle of May. It fruits freely and is one of the parents of the *Crimson Rambler*.

The *Cotoneasters* have recently attracted the most attention of any of the newer Chinese shrubs. There are about fourteen varieties useful as decorative shrubs especially so as they fill a double purpose by being showy both in flowers and fruit. The

very best ones include first of all, *Cotoneaster Racemiflora Soongorica*. It is a tall, much branched, wide spreading shrub and during May the slender arching branches are closely packed with clusters of white flowers in up-right trusses, and in the fall the shrub is completely covered with bright red fruits and is probably the most attractive shrub in the Arboretum.

A very similar shrub is *Cotoneaster Multiflora Calocarpa*; but not so densely branched. The stems are spreading and arching, it has bluish gray foliage and produces erect clusters of white flowers followed early in the fall by large red berries that drop off early. With this one the flower is the most attractive part as it is with *Cotoneaster Hupensis*. This is a tall wide spreading much branched shrub, in May looking like one huge bush of *Spiraea*. This is the handsomest of all in flower. The fruit on this variety is large and red, but is not very freely produced as yet. Other good varieties are *Cotoneaster Nitens*, with shiny small foliage and a profusion of small black fruit; *Cotoneaster Dielsiana* has small round red fruit in clusters, and *Cotoneaster Divaricata*, with large oval red fruit that remain on till December. *Cotoneaster Apiculata* and *Cotoneaster Adpressa* are fine for the rockery.

Among *Diervillas* the most attractive of all the numerous hybrids and species, *Diervilla Florida Venusta* takes first place. This variety was introduced from Korea by Mr. Jack and grows about five feet tall and almost as wide and every year all the branches are closely covered with the long tubular rose pink flowers. This ranks as one of the best new decorative shrubs of recent years and is quite hardy.

Among *Viburnums* there are two of merit, namely, *V. Thetifolium* and *V. Hupehensis*. The former is a tall erect growing shrub with thick, narrow foliage, and unattractive flower clusters but during October the fruit is very showy being produced in large pendulous, clusters, at first of a light orange color changing later to scarlet. *V. Hupehensis* is similar in habit but has smaller and thinner leaves and bears in fall large drooping clusters of large red berries, as large as those of *V. Opulus*.

For its fragrance in flower, there is no more delightful shrub than *Syringa Pubescens*, equally as attractive as any of the popular forms of lilac and should be better known. It is a tall shrub and bears clusters of long tubular flowers of pale lilac color that fill the surroundings with a delightful perfume. It is a native of North China and flowers every year in June.

*Neillia Sinensis* is a Chinese shrub worthy of attention similar in habit of foliage to a *Physocarpus* and has reddish brown bark.

(Continued on page 90)

## A Practical Nursery Trade Proposition:

## The Economic Side of the Federal Plant Quarantine

## An Outcome of Horticultural Board Action

More Money For Nurserymen's Efforts—How Is It To Be Made?

The Greatest Returns For American Nurserymen Are From Stock Grown By Them—

Not From Imports

**T**HESE are stirring times in every line of activity. The spirit of change is dominating every industry. New methods to cope with marked transition are eagerly sought. The world war has created many new problems. The Nursery Trade has not escaped. The lime light has been thrown upon long-established customs and radical changes are demanded.

Shall we sit back and oppose progress? Or shall we step boldly to the front, seize opportunity and harness it to our purpose for marked development?

The point has been raised that exclusion of Nursery Stock from an industrial protective view is a subject for tariff legislation by Congress, while Federal Horticultural Board action has to do with an economic—not a commercial phase.

It is true that the Plant Quarantine has been imposed for an entirely different purpose than the protection of American growers from competition in business with foreign growers. It would seem to be scarcely necessary to state this self-evident fact.

But one of the results of that different purpose is exactly the protection of the American grower commercially. And it affords the opportunity referred to above!

The quarantine regulations have been imposed—to take effect in sixty days.

Result: Disadvantage at present. Advantages in marked degree in the future.

Shall the marked advantages which are believed by many in the trade to far out-

weigh the disadvantages, be cast aside? Are we working for a day or a week or a season or two; or are we building for a great development?

It has been an axiom in the industries that a patent is a license for a law suit. It might equally be asserted that a planting of nursery stock is a license for a continuous fight with spray gun for the very existence of the stock. It used to be the popular thing in the trade to make light of the assertions by the entomologists; but the presence of a spraying machine in every orchard and a spray pump in every garden is proof positive that American Horticulture is up against the real thing!

Nurserymen! Do you know that the average yearly importations of nursery stock are about two million dollars? Do you know that it costs hundreds of millions to fight the bugs and diseases brought in on nursery stock by this two million dollars? Do you know that statistics show that two billion dollars of damage is done by imported bugs and diseases? Are you going to support the U. S. Department of Agriculture or are you going to play the game of a certain few **Importing Agents, Auctioneers and Jobbing Houses?**

What are the latter doing to aid you to make good with your customers? Where are they when insects and diseases cause marked dissatisfaction and prejudice resales in your territory? It is worth something to you to assist in doing all that is humanly possible to reduce that cause of dissatisfaction?

gardener who had just placed a large order amounting to several hundred dollars. It happened that both finished their business together and leaving the nursery office rode to the city on the same car. Three days later, this nursery received a cancellation of the order from the gardener who stated that he had placed the same with a foreign nurseryman and would import it direct and at less than one-half price.

It is further on record that at a certain port of entry, the larger proportion of foreign shipments of nursery stock entering this port was consigned to private planters. **Nurserymen and Americans!** How long will you sit idly by and permit this thing to continue?

### Present Loose Methods

The ruination of the nursery business is the long lists of surplus which each year are thrown on the market.

Nurserymen used to be recognized for their cunning and skill in the art of propagation and growing stock. Today any one can order a nursery from across the waters, set the plants out, hire a man to cultivate them and then he is as much a nurseryman, in the eyes of the buying public, as the man who has given his life to the study of producing and selling high quality stock and who has developed an organization for that purpose.

The man who purchases his nursery stock in Europe has no organization or trade developed and which he has so suddenly acquired; so he is obliged to cut prices to so low a figure that in many instances they are below the actual cost of production in a well-organized business. The result is that wholesale and retail prices are reduced to discouraging levels, so that there is no money in the nursery business.

### Interstate Shipments

The statement is being made by **Jobbers, Importing Agents, Auctioneers, etc.**, that if this Quarantine is allowed to remain, the next step taken by the Federal Government will be to stop all interstate shipments of nursery stock. **Quite the opposite is true.** One of the features for which this Quarantine was promulgated was to make sure that interstate shipments would not be interfered with, for as sure as the sun rises in the east, if this quarantine is removed or modified, each separate state will be obliged to erect a wall around itself to protect its agricultural, horticultural or forestry interests.

Nurserymen! Think well before you line up with **Auctioneers, Importing Agents and Jobbers.** Which side is your bread buttered on? Each one must answer this question for himself.

### How About the American

A prominent nurseryman at the head of one of the largest concerns in America said last month:

"It has been said that Dutch, French and Belgian nurserymen will be forced out of business as a result of this quarantine. As a matter of fact, America only uses about 20% of their products. Their biggest market is Continental Europe. It is just this 20% of the cheapest and most undesirable stock of European nurserymen which throws the sand in the gear box of each American nurseryman!

### Nurserymen Waking Up

"You hear much about the poor foreign nurserymen, but what about the poor American nurserymen who have been valiantly striving to keep their heads above water for the last twenty-five years in the face of this merciless, unfair competition from abroad! The American nurserymen have struggled to pay their debts, educate and clothe their children, all too often going without the common necessities of life. Why? Simply to line the pockets of a few **Importing Agents, Auction Houses, Jobbers and Proprietors of Foreign Nurseries** who have lived in luxury on the misfortunes of American nurserymen and florists, who have, in the past played his game not knowing why. Already, leading nurserymen and florists are opening their eyes to the true condition of things.

"It is true," continued this nurseryman, "that this Quarantine will hurt a few **Importing Agents, Jobbers, Auction Houses, etc.**, but the great number of clean, loyal American business men engaged in the nursery business will be enabled to carry on their business and will gain the rewards of the skill, experience and investment of their profession to which they are entitled.

"There are a few men interested in the Franco-American Association. Do the rank and file of American nurserymen know that such a society as the Franco-American Seedling Growers Association exists? Who are

(Continued on Page 88)

### Is This True?

There has been complaint by retailers that the wholesalers sent catalogs to retail trade.

The wholesalers came back at the retailer with the correct statement that the retailers having a surplus, threw it onto the wholesale market at about one-half the prevailing wholesale prices.

All this confusion between the wholesaler and retailer because the United States has been used as the dumping ground for cheap Nursery Stock of Europe.

### Can It Be Gainsaid?

It is a well-known fact that foreign nurserymen after having sold their trade customers, go out into the highways and byways, soliciting business and booking orders to be shipped direct to planters, at the same and often at lower prices than they sold the trade. These foreign nurserymen do not have any sympathy for American nurserymen. In fact, it has been charged that they do not even observe the common trade courtesies in their frantic desire to get business.

Here is a true story and the incident is well known in trade circles; names and dates can be supplied on request: A certain foreign nurseryman whose name is well-known, while in the office of a well-known nurseryman was introduced to a



# United Action Against the Horticultural Menace

## THE FACTS

Federal Quarantine No. 37 established by the Horticultural Board of Department of Agriculture at Washington, prohibits the promiscuous importation of nursery and florists stocks, with exceptions, to take effect June 1st, 1919.

Importers, Auction Houses, Brokers, Jobbers and Agents of Nurseries of Foreign Nations are protesting against this quarantine. They are printing advertisements in trade papers. They are appealing to the press. Gardeners on private estates, florists and nurserymen are urged to appeal to Congressman. Resolutions are being passed condemning the quarantine. All this with the purpose of compelling the Horticultural Board at Washington to rescind its action which has been taken after deliberate care and careful study of the question.

## HERE ARE "THE FACTS."

A partial list of foreign insects already imported. Taken from a manual "Dangerous Insects," issued Aug. 15, 1917 by the Department of Agriculture, Washington, D. C.

## MITES

Orange rust mite  
Grape blister mite  
Pear leaf blister mite  
Potato rot mite  
Plum blister mite

## THRIPS

Onion thrips  
Pear thrips  
Red-banded thrips

## SCALES, BUGS, APHIDS

San Jose scale  
Apricot scale  
Greedy scale  
Box scales  
Catalpa scale  
Citrus scales  
Coconut palm scale  
Fig scales  
Hawthorn scales  
Mango scales  
Oak scales  
Orchid scales  
Pear scales  
Rose scale  
Sage palm scale  
Sugar-cane mealy bug  
Black scale  
Fluted Scale  
Oystershell scale  
Purple scale of the orange  
Hop Aphis  
European Fruit Lecanium  
European Globularscale  
Citrus whitefly (2 species)  
Elm bark scale  
Date palm scale  
Spinach aphid  
Cabbage aphid  
Melon aphid  
Pea aphid  
Bean aphid  
Wheat plant louse  
Pear-tree psylla  
Tarnished plant-bug  
Cotton Stainer

## BETTERIES

Beet carrion beetle  
Red-legged ham beetle  
Leather beetles  
Pear borer  
Confused flour beetle  
Saw-toothed grain beetle  
Cadelle or bolting-cloth beetle  
Lesser grain-borer  
Drug-store beetle

Cigarette beetle  
Rust-red flour beetle  
Poplar borer  
Willow leaf-beetle  
Elm leaf-beetle  
Crucifer leaf-beetle  
California grape rootworm  
Beet tortoise beetle  
Asparagus beetle-2 species  
Bean weevils—several species  
The poplar and willow curculio  
Austrian alfalfa leaf-weevil  
The clover leaf weevil  
The alfalfa weevil  
Horseradish flea-beetle  
Japanese beetle  
Cotton boll-weevil  
Clover leaf weevil  
Broad-nosed grain weevil  
Root weevils  
Coffee-bean weevil  
Sweet-potato weevil  
Cloverroot weevils  
Grain weevils  
Grapeworm weevils  
Fruit-tree bark beetle

## MOTHS

The oriental fruit moth  
The gypsy moth  
The cotton boll-worm  
The beetle army worm  
The apple moth  
Horse-chestnut borer  
Beech tortricid  
Hawaiian beet webworm  
Beet worm  
Diamond-back worm  
Cabbage webworm  
Celery leaf-tyer  
European pine-shoot moth  
Pine bud and gall moths  
Brown-tail moth  
Pea moth  
Sugar-cane borer  
Mediterranean flour moth  
Imported cabbage worm  
Angoumois grain moth  
Codling moth  
European grain moth  
Indian-meal moth  
Fig moths  
Cutworms, several species  
European corn borer  
Ermine fruit moths, 3 species  
White-marked tussock moth  
Rusty tussock moth  
Cotton pink bollworm

## SAWFLIES

Coniferous sawfly  
Currant worm  
Rose sawfly  
Larch sawfly  
Rose sawfly  
Elm sawfly  
Plum sawfly  
Spirea sawfly

## FLIES

Imported cabbage maggot  
Seed corn maggot  
Grain gall midge  
Hessian fly  
Pearl gall midge  
Imported onion maggot  
Spinach leaf miner  
Chrysanthemum leaf miner  
European bulb fly, 2 species  
Chrysanthemum gall, midge

## MISCELLANEOUS

European earwig  
European mole cricket  
Ants (several species injurious to green-house stock)  
Argentine ant  
Orchid gall fly

## PLANT DISEASES (a few)

Citrus canker  
Chestnut blight  
Poplar canker  
White pine blister rust  
European potato wart  
Asparagus rust

Hessian Fly—\$100,000,000 annual loss.

Cotton Boll-weevil—\$12,000,000 annual loss.

San Jose Scale—Not possible to estimate.

Codling Moth—Loss for each state where apples are grown about \$2,000,000 annual loss.

Only Four, with a total annual loss to Agriculture of \$192,000,000.

More than a hundred other important insects imported and at work. You know what damage they are doing.

One State Official estimates the annual damage from foreign insects at \$1,272,000,000.

The average importation of Nursery stock from Foreign Countries is between \$1,000,000 and \$3,000,000 annually. Compare the value in trade with the appalling toll above.

The names and numbers of the foreign dangerous insects yet to be imported are legion.

Damage to Forestry—The damage to Forestry is estimated at \$100,000,000 annually.

There are plenty of good propagators of ornamentals in America and more will develop to place the United States in the foreground of horticulture.

The United States is well supplied with high class evergreen growers.

Many sections of the United States are adapted for the growing of apple seedlings used for budding and grafting.

Cherry Stocks can be grown in America. They are produced now in sections of America.

The United States Department of Agriculture is asking an appropriation for the purpose of developing the experimental side of the growth of other items excluded.

Holland and certain other countries closed their doors against importations of nursery stock 20 years ago and England only recently did likewise.

The farmer does not want that million dollars worth of nursery stock from abroad if he must pay more than \$2,000,000,000 for it annually.

Horticulture does not want French apple seedlings if it costs that industry \$2,000,000 annually for insects like the codling moth, brown-tail moth and gray moth.

The soil and climate of the United States will produce anything that can be grown in the north temperate and sub-tropical zones.

The Brain and Brawn of American manhood will produce American nursery and florists stock equal if not superior to any produced in foreign countries.

The quarantine does not prohibit the importation of new and valuable plants for propagation purposes; it safeguards them.

THE ANSWER TO CRITICS OF THE FEDERAL BOARD WHO WOULD DEPEND

## ON EUROPEAN INSPECTION

## METHODS

Distinct species of insects intercepted since 1912 on foreign plant shipments:

Holland—148 species  
Japan—108 species  
France—89 species  
Belgium—64 species  
England—62 species  
Germany—15 species

# Can the United States Grow Its Own Fruit Stocks?

The soils of France and America, as well as the souls of those two countries, have been blended—literally.

The most notable instance of the incorporation of American soil into the soil of France was the taking to France of several barrels of American earth in which to bury the body of Lafayette, but French soil has been incorporated into American soil in literally millions of places. Probably every county in the United States has its admixture of French dirt, and it is scarcely too much to say that some particles of it have found their way to practically every farm throughout the length and breadth of the country.

How did it come? On fruit stocks. The above-ground portion of your fruit trees may be pure American, but the underground portion is very likely to be foreign. With the exception of the apple and peach, most of the seedling plants on which grafting or budding is done are imported, and even with the apple considerable progress has been made in producing American-grown seedlings. From imported French seed nurserymen have thus far preferred to import apple seedlings from France and to pay more for them. Just now, however, rather determined attention is turned toward a solution of the problem of fruit-stock production in this country. All of the peach stocks are now "home" grown from seeds produced in this country.

"We are beginning to appreciate more and more," says one of the plant pathologists of the United States Department of Agriculture, "that our future successful fruit culture is intimately associated with the problem of stocks. With the exception of the grape, no far reaching studies have been made on stocks in this or any other country. We have followed certain empirical practices in the past, but as competition becomes greater and the demand for the highest grades of fruit and plant products increases, we must know more of the actual relation of stocks to quality of product, to the length of life of the tree or plant, to adaptability to soil and climate, to resistance to disease and insect attacks."

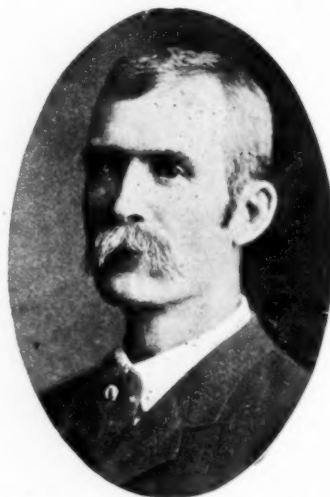
One of the questions to be solved, according to the Department of Agriculture, is the practicability of producing in this country the millions of ordinary apple, pear, plum, and cherry stocks which hitherto have been secured largely abroad. Another need is the systematic study of stocks with a view to their improvement and better adaptability to the wide variety of conditions and needs that exist here and that are likely to develop as the fruit industry becomes more complex. If fruit industries are to be maintained, the department thinks it is imperative that there be available full supplies of the ordinary stocks, and it is desirable to find or develop stocks that may prevent some of the losses from insects and diseases.

"If stocks are to be produced in this country to take the place of those hitherto secured abroad," the statement continues, "it would seem proper that efforts should be made by the Government to aid those who are anxious to know where the work can best be done and how it may be done to the best advantage. The problems involved are so complex that private interests can not well handle them. The chief problems are to find regions and soils in this country where stocks may be commercially grown

and to demonstrate on a commercial scale that such stocks are equal to or better than those grown abroad. Correlated with the problems of commercial stock production is that of securing seeds for stocks. There is need for developing our home supplies. This is a long time proposition, as there are few recognized sources of supply here, such as exist in Europe."

## Leaving the Nursery Business

George H. Whiting, pioneer nurseryman in the territory of Dakota, is closing out his nursery business of more than three decades' standing at Yankton, S. D. Mr. Whiting first cast his lot in Dakota territory in the spring of 1879—forty years ago. The nursery he established at Esmond in 1884 was the first in the territory. In 1891 he moved to Yankton. Four years ago he decided to retire. Since that time an attempt has been made to reduce the stock with a view of reclaiming the particularly fertile land of the Whiting holdings for general agricultural purposes. Owing to an established business which spread well over



GEORGE H. WHITING, Yankton, S. D.

the state and extensively into adjoining states and Canada, however, retiring from business was not an easy task for the Whiting Nursery and they have found themselves called upon repeatedly for the supply of nursery stock from customers who had come to recognize the quality of stock sold.

For thirty-one years the Whiting Nursery Company did not miss issuing an annual catalogue. The last one was the issue of 1914, the business since being limited as far

as possible to the sale of accumulated stock rather than the propagation of new.

Mr. Whiting has been recognized as among the progressive horticulturists of the time, as was shown by his election as the first president of the State Horticultural Association, organized in 1889 and holding its first meeting in Madison. He was an active member of the American Association of Nurserymen since 1890, among the members of which his long experience and practical demonstrations characterized him as the leading authority on nursery stock adapted to conditions of the Northwest.

In 1889 and 1890 Mr. Whiting served as member of the state legislature. He has been an active member of the South Dakota State Fair board.

The nursery lands are being disposed of for agricultural purposes, the nursery stock being sold as rapidly as is practicable at low prices to clear the land. Mr. and Mrs. Whiting, whom members of the American Association of Nurserymen have met at the annual conventions, will move about June 1st to Bayfield, Wis., where they have owned for some years a large tract of land on the shore of Lake Superior about fifty acres of which is in fruit.

## Plant Quarantine Amended To Admit Flower Bulbs

The quarantine governing the importation of nursery stock and other plants and seeds into the United States has been amended to permit the importation of lily bulbs, lily of the valley, narcissus, hyacinth, tulip, and crocus packed in sand, soil or earth, provided such sand, soil or earth has been previously sterilized in accordance with methods prescribed by the Federal Horticultural Board. Sterilization must be done under the supervision of an authorized inspector of the country of origin, who must certify to it.

This provision is amendatory to Regulation 3 of the rules and regulations supplemental to the notice of quarantine, which required that such bulbs when imported must be free from sand, soil or earth. It was brought to the attention of the board, however, that dry earth is the only suitable material known for packing these bulbs, and experts of the Department of Agriculture advised that such material can be cheaply and satisfactorily sterilized by heat in such way as to involve no additional risk of introduction of dangerous plant pests.

Say you saw it in AMERICAN NURSERYMAN

## Practical Nursery Trade Proposition

Continued from Page 86

the men interested in this organization? What are their interests in the Quarantine? Think it over and decide for yourself."

### The Allied Industries

How will the Quarantine affect the Allied industries?

**Horticultural Printing Establishments** will prosper for the reason that American nurserymen will have the courage to go out after larger business in a bigger way. They will not feel restraint, for American Markets will belong to American nurserymen.

**Trade Papers**—These publications will not only be subscribed for and put in all the proprietors and employers' hands, but their pages will be crowded with advertisements

of American-made and American-grown nursery products. Proprietors will have the cash to pay for such advertisements for they will not be forced to meet the competition of other countries.

**Green House Builders**—Florists and nurserymen will need Hot Bed Sash, Greenhouse and other materials of like nature to care for the needs of American grown plants.

**Implement Dealers**—The dealers in hand tools, plows, etc., will have increased trade because the embargo will eliminate competition of price and substitute therefor competition of quality. Each nurseryman will strive to excel in quality and will want to employ the best tools obtainable.





# Hill's Choice Evergreens, Etc.

Please look over this list of Young Evergreens, Deciduous Trees, Shrubs and Vines for lining out, also, Evergreen Specimens, and let us reserve your requirements now, while assortment is complete and stock available. Shipments can be made this Spring or next Fall, as desired. Hill's over 63 years in business is your guarantee of complete satisfaction and a square deal.

## EVERGREEN SEEDLINGS AND ROOTED CUTTINGS, ETC.

### Suitable for Bedding Out.

	Inch	100	1000
Fir Balsam	3-6	\$3.50	\$20.00
" Concolor	2-3	2.50	15.00
" Douglas	4-8	4.00	25.00
" "	2-3	2.20	12.00
" "	6-10	3.50	20.00
Juniper Canadensis	3-6	5.50	45.00
" Pfitzer's	4-6	9.00	80.00
" English	2-5	3.50	25.00
" Irish	4-6	6.00	50.00
" "	5-7	8.50	75.00
" "	7-10	9.50	85.00
" Sabina	2-5	7.00	60.00
" "	4-6	8.50	75.00
" Red Cedar	2-4	2.50	15.00
" "	4-6	3.50	25.00
" "	6-8	4.50	35.00
Larch European	2-5	2.50	15.00
Spurge Jap. Mountain	4-8	4.50	35.00
Spruce White	3-6	3.50	20.00
" "	6-10	4.50	30.00
" Norway	2-4	2.20	12.00
" Colorado Blue	2-5	3.50	20.00
Pine Austrian	2-5	3.00	20.00
" Jack	3-6	2.00	10.00
" "	6-12	3.00	15.00
" Montana	3-6	10.00	
" Ucinata	3-6	4.00	25.00
" Ponderosa	2-5	2.20	12.00
" "	3-6	3.00	15.00
" Rigida	2-4	4.00	25.00
" White	2-5	2.20	12.00
" Scotch	2-5	2.50	15.00
Retinospora Filifera	4-6	7.00	
" Plumosa Aurea	4-6	7.50	
Yew Canadensis	6-15	6.00	50.00
" Cupidata	4-6	5.50	45.00
Arbor Vitae American	2-5	2.50	15.00
" "	6-10	3.00	25.00
" "	10-12	4.50	30.00
" Compacta	4-6	7.00	60.00
" Hovey's Gold	4-6	7.00	60.00
" Pyramidalis	4-6	5.50	45.00
" Riversii	4-6	9.00	
" Hill's Wh. Tip	4-6	8.50	75.00
" Umbrellifera	4-6	7.00	60.00
" Siberian	4-6	7.00	60.00
" Wood's Gl.	4-6	9.00	80.00
" Chinese	3-6	2.85	18.50
" Dwarf	2-5	9.00	

## YOUNG STOCK FOR LINING OUT Trees, Shrubs, and Vines

	Inch	100	1000
Acer Pennsylvanicum	2-5	\$3.50	\$25.00
Acer Saccharum	6-12	2.70	12.00
" "	12-24	3.00	15.00
" "	24-36	4.00	25.00
Acer Spicatum	6-15	3.50	25.00
Althaea Duchess de Brat	6-15	3.25	22.50
" Speciosa	6-15	3.00	20.00
Amelanchier Canadensis	4-8	6.00	
Amorpha Frutescens	6-12	2.80	18.00
Berberis Thunbergii	6-12	1.50	10.00
Castanea Dentata Amera	6-15	3.00	20.00
Cornus Amomum	12-18	2.75	17.50
Cornus Mascula	6-12	3.00	20.00
Cornus Siberica	6-12	3.00	20.00
Cornus Stonolifera Lutea	6-12	3.50	25.00
Deutzia Gracilis Eximia	6-12	3.50	25.00
Deutzia Gracilis Multiflora	6-12	3.75	27.50
Forstythia Intermedia	6-15	3.50	25.00
Fraxinus Americana	6-12	3.00	20.00
Hydrangea Paniculata Gd.	6-12	4.50	35.00
Juglans Cinerea	6-12	3.00	20.00
Juglans Nigra	12-18	3.25	22.50
Ligustrum Amurense	6-15	2.50	15.00
" "	12-18	2.80	18.00

	Inch	100	1000
Ligustrum Polishi	6-12	2.80	18.00
Ligustrum Vulgare	6-12	3.50	
Liriodendron Tulipifera	6-15	2.50	15.00
Lonicera Halliana	12-18	3.50	25.00
Mahonia Adulfolium	4-8	5.00	40.00
Pachysandra Terminalis	4-8	4.50	35.00
Philadelphus Bouquet Bl'e	6-12	3.50	25.00
Philadelphus Cor. Grand.	6-15	3.00	20.00
Populus Maximowiczii	6-15	3.50	25.00
Prunus Padus	12-18	5.00	
Prunus Pennsylvanica	18-24	5.00	
Prunus Serrulata	10-12	6.00	
Ptelea Trifoliata	6-15	2.80	18.00
Quercus Alba	4-8	2.80	18.00
Quercus Bicolor	6-12	2.75	17.50
Quercus Coccinea	6-12	3.00	20.00
Quercus Macrocarpa	4-8	2.85	18.50
Quercus Palustris	6-12	3.25	22.50
Quercus Rubra	6-12	2.50	15.00
Robinia Pseudacacia	6-12	1.70	7.00
" "	12-18	2.00	10.00
Rosa Acicularis	6-12	2.80	18.00
Rosa Blanda	6-12	2.85	18.50
Rosa Rubiginosa	6-15	3.25	22.50
Rosa Setigera	6-15	3.00	20.00
Rosa Wichuriana	6-15	2.75	17.50
Russian Artemisia	24-36	2.75	17.50
Salix Elegantisima	12-18	3.75	27.50
Sambucus Canadensis	6-15	3.00	20.00
Sambucus Nigra Laciniata	6-15	3.00	20.00
Spiraea Opulifolia	6-15	3.00	20.00
Spiraea Opulifolia Aurea	6-12	4.50	35.00
Symphoricarpos Racemo's	6-15	3.50	25.00
Symphoricarpos Vulgaris	6-12	2.75	17.50
" "	12-18	3.00	20.00
Syringa Persica	6-15	4.25	32.50
Syringa Vulgaris	4-8	2.50	15.00
Tamarix Africana	12-18	2.25	15.00
Tilia Americana	6-12	3.00	20.00
Ulmus Americana	6-12	1.60	6.00
" "	12-24	1.90	9.00
Vitis Americana	24-36	2.20	12.00
Winteria Brachybotrys	3-6	3.00	20.00
" "	4-8	3.50	25.00

## UNDERSTOCKS FOR GRAFTING

	Inch	100	1000
Juniperus Virginiana	6-8	\$5.50	\$45.00
(Red Cedar)			
Thuja Occidentalis (Am'n)	6-10	7.00	60.00
Arbor Vitae			
Thuja Biota Orientalis	8-15	7.50	65.00
(Chin. Arbor Vitae)			

## EVERGREENS—HEAVY FIELD STOCK Twice Transplanted

	Inch	100
Fir Balsam	6-10	\$ 9.00
" "	10-12	12.00
" "	12-18	15.00
" Concolor	6-10	10.00
" "	10-12	15.00
" "	12-18	20.00
" Douglas	12-18	15.00
" "	18-24	20.00
" "	24-36	30.00
Juniper Scopulorum	6-8	25.00
" "	8-10	35.00
" "	10-12	50.00
" Red Cedar	12-18	18.00
" "	18-24	25.00
Spruce White	10-12	14.00
" Black Hill	6-10	14.00
" "	10-12	18.00
" "	12-18	25.00
" Norway	18-24	35.00
" "	12-18	10.00
" Colorado Blue	18-24	15.00
" "	6-10	16.00
" "	10-12	20.00

	Inch	100
Pine Austrian	6-12	10.00
" "	12-18	14.00
" "	18-24	18.00
" Jack	24-36	25.00
" "	6-12	9.00
" Limber	12-18	12.00
" "	18-24	16.00
" Mugho	6-12	12.00
" "	12-18	18.00
" "	18-24	25.00
" Ponderosa	6-12	10.00
" "	12-18	12.00
" Red or Norway	18-24	16.00
" White	6-12	12.00
" "	12-18	18.00
" "	18-24	25.00
" Scotch	24-36	22.50
" "	8-12	10.00
" "	12-18	13.50
" "	18-24	17.00
Yew Canadensis	24-36	22.50
Arbor Vitae American	10-12	16.00
" "	6-12	10.00
" "	12-18	12.50
" "	18-24	20.00
" "	24-36	30.00
" Pyramidal	12-18	22.50
" Chinese	12-18	20.00
" "	18-24	30.00
" "	24-36	40.00

## SPECIMEN EVERGREENS

### Balled and Burlapped

	Feet	10
Hemlock	1-1 1/2	\$ 6.00
" "	1 1/2-2	8.50
Fir Concolor	2-3	1.00
" "	3-4	1.50
" Douglas	2-3	2.10
" "	3-4	3.00
Juniper Dwarf	2-3	1.60
" "	3-4	2.15
" "	4-5	2.80
" Golden Dwarf	1-1 1/2	2.00
" "	1 1/2-2	2.75
" Pfitzer's	3-4	3.00
" Jap. Trailing	1-1 1/2	2.25
" "	1 1/2-2	3.00
" Savin	1 1/2-2	3.00
" Creeping Savin	1-1 1/2	3.10
Virginia (Red Cedar)	2-3	1.95
" Counarti	3-4	3.20
" Lee's Golden	3-4	4.35
" Glauca (Silver Cedar)	2-3	2.35
" "	3-4	3.25
Spruce White	2-3	1.95
" Black Hill	1 1/2-2	1.20
" "	2-3	1.85
Pine Austrian	1-1 1/2	1.25
" Dwarf Mountain	1 1/2-2	1.75
" White	2-3	1.50
" "	3-4	2.15
" Scotch	3-4	1.45
" "	4-5	2.10
Yew American	1-1 1/2	2.25
" "	1 1/2-2	3.25
" Japanese	1-1 1/2	1.50
" Dwarf Japanese	1-1 1/2	2.75
" Spreading English	1-1 1/2	2.25
Arbor Vitae American	3-4	1.25
" Doug. Pyra'l	1-1 1/2	1.50
" Peab's Gold	1-1 1/2	1.20
" Pyramidal	1 1/2-2	1.25
" Siberian	1-1 1/2	1.50
" Wood. Glob.	1-1 1/2	1.75

The Above Prices are intended for the Trade Only. 5 at 10 rate; 50 at 100 rate; 500 at 1000 rate

**HILL'S MOTTO**  
High Quality, Reasonable Prices, Prompt Service,  
Courteous Treatment.  
Give us a trial. We can save you money and please you as well. Our close proximity to Chicago, the great railroad center, means quick service and low Chicago rates.

**TERMS:**  
Net Cash. First order from all firms not having an account with us should be accompanied by full cash remittance, which earns 3 per cent. discount and boxing free. To customers of approved credit or who supply satisfactory reference, 60 days net. C. O. D. Orders will be shipped promptly when 1-4 cash is sent to insure acceptance at destination.

# The D. Hill Nursery Co., Inc. Evergreen Specialists

COMPLETE PRICE LIST ON REQUEST

Largest Growers in America

Box 402

Dundee, Illinois

## Ornamental Shrubs of Merit for New England

(Continued from Page 85)  
carried above the foliage, of a bright yellow and slender drooping branches. At the end of every branchlet is a raceme of bell shaped clear pink flowers during June. This is considered by some people to be one of the most attractive new Chinese shrubs.

During the month of July there is no more attractive bush than *Cytisus Nigricans*. It is a compact little bush about three feet high and quite hardy, being every year covered by long erect racemes of flowers low color and freely produced.

*Deutzia Hypoglauca* is one of the hardiest and best of the new species from China. It is a tall shrub with erect habit, and produces very pretty clusters of white flowers.

*Indigofera Amblyantha* must not be forgotten as one of the shrubs that gives a continuance of flowers for three months something decidedly in its favor. This is a tall shrub with long slender stems and small foliage and bears axillary racemes of small rose pink flowers that continue to expand from the end of June till October.

Coming to the fall one of the most attractive trees is *Acanthopanax Riciniifolia*. This is a large tall tree with stems and branches covered with stout prickles and bears large lobed foliage very similar to that of the Castor Oil Plant. This tree is never attacked by any insect, grows rapidly and is always attractive, and never fails to flower every fall with large terminal flat topped clusters of greenish white flowers, followed later by black fruit.

*Oxydendron Arboreum* is an old plant, but still seldom seen but should be on account of its flowering in fall. It grows into quite a small tree and bears erect clusters of andromeda-like flowers, and later the prominent seed-clusters among the scarlet foliage make it a conspicuous shrub. It is easily raised from seed and should be given a sheltered situation.

*Sophora Japonica* is a fall flowering tree of a wide spreading habit and is usually covered with dense clusters of creamy-white pea shaped flowers in August. Generally a few years old before it begins to flower, it is nevertheless a rapid grower during its early years.

*Koeleruteria Paniculata* is seldom seen although another old plant. This is a small tree and flowers about the end of July with large erect clusters of conspicuous yellow flowers standing above the dark compound foliage. The flowers are followed by large bladder like fruit.

*Callicarpa Japonica* attracts the atten-

tion of all who see it in the late fall after the foliage falls off and the clusters of violet colored fruit are exposed to view.

Among evergreens it is too early to say anything definite about the new Chinese Spruces, but *Abies Holophylla* promises to be one of our best new firs. It grows rapidly and never suffers from cold; and is a native of Korea. A large number of seedlings are now growing from seed collected by Mr. Wilson in Korea a year ago, but there are one or two plants in Massachusetts twelve years of age.

The so-called *Picea Albertiana* is proving very popular and is a good plant for the rockery or a dwarf collection, but I believe as it gets older it will become bare and unsightly at the base.

Considerable interest has been taken with the Asiatic cherries the last few years. One of the best and most hardy ones being *Prunus Serrulata Sacchaliensis*. It grows into quite a large tree and has pink and rose colored flowers. Bears fruit freely, which is small and almost black. Seed will germinate in the spring after being sown in the previous fall, and is suggested as a good hardy stock for most of the tree like cherries.

*Prunus Subhirtilla* with light rose colored flowers is a spreading flat-topped small tree very freely flowered and should be reproduced from cuttings, or grafts as the seedlings as a rule take the upright form of growth. *Prunus Pendula* is a form of *Subhirtilla*, deep rose colored in flower and is an excellent plant for a front lawn.

The Forsythias are some of the most beautiful plants ever introduced from China, and some of the hybrids surpass the types for abundance of flower and especially *Forsythia Intermedia Spectabilis*, (*Forsythia Fortunei* x *viridissima*).

*Viburnum Carlesii* is the most fragrant of all the *Viburnums* and the flowers that are pink in bud, changing to white, open in succession for several weeks. It does not grow very large and is ideal for Rockery.

*Malus Halliana* Var. *Parkmanni* is another good flowering apple to include in any list.

The tree grows in an upright spreading fashion, leaving the center open, and the leaves as they unfold are of a deep orange color. The semi-double flowers are rose colored and hang down on long pendulous stems.

A densely branched low growing shrub is *Lonicera Syringantha Wolfii* with long drooping branches and clusters of fragrant violet colored flowers (Middle of May).

How many nurserymen carry that beauti-

ful old *Syringa Rothomagensis* (*chinensis*) or Rouen Lilac as it is called. It is one of the handsomest, hardiest, and most vigorous of all the lilacs. It bears enormous clusters of small flowers of the ordinary lilac color. (It is a hybrid between *Persica* and *vulgaris*.)

A late flowering lilac known as *Syringa Wolfii* (from middle to end of June) is very handsome bearing dark bluish purple flowers very profusely. It is a native of Mongolia and has been in the Arboretum since 1906. The flowers are not fragrant but the color is very attractive.

The American Azaleas are going to be grown in quantity in the future. There are ten species known to the U. S. and we have nine growing at the Arboretum. They cover a period from early May till the end of July from *Vaseyi* to *Viscosum*.

*Azalea Vaseyi* that flowers in early May grows into quite a tall shrub with slender stems and the small compact clusters of pink flowers appear before the leaves. In its native haunts, it grows fifteen feet high.

*Rhododendron Canescens* follows it very closely and bears beautiful rose pink flowers. In groups nothing surpasses *Rhododendron Calendulaceum*, the most showy of all the American species. The flowers vary in color from bright yellow to orange and shades of red. It seeds profusely and is a ready means of propagation.

Those who visit Europe in the spring never fail to advise the beautiful "Golden Chain" trees, *Laburnum Vulgare*. Although that variety is not hardy here, we have one that will grow not quite so large but equally as pretty, namely, *Laburnum Alpinum*. This is the handsomest yellow flowered small tree that can be grown in New England and curiously is little known. It seeds freely every year and a quantity usually spring up under the tree.

At the end of June and lasting in flower for three weeks is a large shrub called *Halimodendron Argenteum*. This is a native of Siberia and is usually covered with pea-shaped, fragrant flowers of a pale rose color, and their beauty is enhanced by the silvery color of the foliage. It is one of the best summer flowered shrubs and the seeds if left on the shrub over winter germinate readily. It will also root from cuttings.

One of the largest growing Honeysuckles is *Lonicera Maackii Podocarpa*. Its desirability lies in the fact that the large shiny scarlet fruits are only ripening in late October and November.

Say you saw it in AMERICAN NURSERYMAN

## THE WHOLE SUBJECT OF AMERICAN NURSERY TRADE PUBLICITY

### Chief Exponent of the American Nursery Trade THE AMERICAN NURSERYMAN

National Journal of Commercial Horticulture

ISSUED MONTHLY AND SUPPLEMENTED BY

### Commercial Listings by Nurserymen in the American Nursery Trade Bulletin

Seasonable Nursery Stock Wants and Offerings

SUBSCRIPTION: 3 NURSERYMAN, \$1.50; BULLETIN, 50c

AMERICAN FRUITS PUBLISHING CO., Inc.  
39 State St., ROCHESTER, N. Y.

### Providing Effective Twice-a-Month Publicity Throughout the Nursery Trade

#### ADVERTISING RATES:

Space	Size	Per Issue	Per Issue Yearly
Inch.....	1 x 2 1/2	\$ 1.40	\$ 1.26
Half Column.....	6 x 2 1/2	8.40	7.56
Column.....	12 x 2 1/2	16.80	15.12
Eighth Page.....	3 x 8 3/4	6.25	5.62
Quarter Page.....	6 x 8 3/4	12.50	11.25
Half Page.....	6 x 7 3/4	25.00	22.50
Page.....	12 x 7 3/4	50.00	45.00

ISSUES: American Nurseryman, on the 1st of month; forms close 27th.  
American Nursery Trade Bulletin, 15th of month; forms close, 12th  
Rates the same for either publication. Preferred position 15 per c. extra





## Let's Cut the Tale Short And Get Down to Facts About the Nursery Situation

WHY put off joining the organization for Market Development? What is there that can be said for not doing it; that can't be overwhelmingly met with ten times the reasons FOR doing it?

- 1 One big industry after another has been successfully organized. You'll admit that.
- 2 Little industries have become big ones after organizing. You can't deny that.
- 3 Profits have been increased. Shipment problems overcome. Public suspicion turned into public confidence. Everybody satisfied. Do you mean to say an organization can't do the same thing for the nursery business?
- 4 Take the hardware industry, the citrus fruit growers, the cypress, white pine and red-wood lumber dealers, the fertilizer manufacturers, the publishers, the advertising men themselves—What is their condition today, compared with what it was before they organized? Ask any one in any of these businesses—they will tell you that ORGANIZATION did more to make their business safe, profitable and respected by the buyer than anything they were ever able to do as individuals!
- 5 In everyone of these industries there were plenty who at first sat back and entertained themselves by throwing buckets of cold water. Ever and anon they croaked thusly: "It can't be done". "Our business is different". "Can't be organized". "Can't be standardized". "Too many crooks to deal with in our business".
- 6 But put this in your jimmy-pipe and smoke it until you get the full rich flavors: **Every one of these lines was organized.** They overcame their problems. What has done, can be done. You won't deny that.
- 7 The sooner you stop putting sand in the bearings, and start using oil; the sooner we can get the Nurseries smoothly organized. That's common sense, isn't it?
- 8 If everybody gains, you gain with everybody. What do you care how much business your present competitors will get, if you get as much as they will be getting?  
Isn't kicking against that, kicking yourself? They gain. You lose.
- 9 Then stop hanging back. Do your bit along with the rest of the bunch. At least give your encouragement to your fellow-nurserymen, who are giving so liberally of their time; and their money, trying to make your business and theirs a better business for all.  
Why don't you subscribe? Send it today. Let us keep you in touch with what's done, what's being done, and what's going to be done.

DO YOU know that we stand ready to supply your home paper with our series of business making articles, on "Improving the Home Grounds". Shall we send them? Can't you get your home town school or church, to use our illustrated lectures? They are mighty interesting. Cost them nothing.

*H. M. Beafur*

Manager.

### NURSEYRYMEN'S NATIONAL SERVICE BUREAU



220 West 42nd Street

New York City

## Working For "All-American" Easter Lilies

Government Flower Breeders Strive to Establish Bulb Production in This Country

**W**HEN the Easter lilies bloom this spring at the Government experimental farms at Arlington, Va., across the Potomac River from the National Capital, the flower breeders of the United States Department of Agriculture expect they will have taken one more successful step toward proving that lily bulbs may be produced in this country, and there is no good reason why Americans should be entirely dependent upon Japan and Bermuda for these stocks.

The lots now flowering show that florists need not follow their custom of discarding bulbs that have produced flowers only one year. As one way of proving that bulbs do not lose their vigor and usefulness through one year's production, the Department of Agriculture men right now are flowering bulbs that florists always throw away. And they are growing them outdoors in the latitude of Washington—a procedure that has been demonstrated feasible. Florists have been skeptical about the use of bulbs year after year, because of their experiences with disease in imported stocks, but the Government men say that with care in handling there should be no more difficulty from disease in the lily than in a score of other plants, provided the stocks are clean to start with.

"It should be noted," they say, "that a seed generation leaves the diseases behind—for how long will depend to a very large extent upon the conditions under which the plants are handled. No disease has yet appeared in our stocks."

The Government florists also are working

to show commercial florists that they may produce their own bulbs of superior merit in one year's time from seed.

An important reason why Easter lily bulbs that flower in America should be grown in America is seen in the fact that importations of all bulbous stocks have ranged around a value of \$2,000,000 a year, and of this amount a large share has gone for Easter lily bulbs.

The Government work in this field has not gone far enough yet to justify public exhibitions of these stocks, but it is hoped that within a few years an "All-American" Easter lily show may be arranged as a final proof that lily bulbs may be produced in America just as well as in any other country.

### "WHEN IN THE COURSE—"

In the Florists' Exchange of March 22nd, is presented Edward J. Canning's practical survey of the ornamental nursery stock situation in New England—the address which was published in the March 1st issue of the *American Nurseryman*. In this address, delivered before the New England Nurserymen's Association recently, is this paragraph:

In the readjustment of our business I hope to see established in New England nurseries devoted entirely to the propagation of ornamentals such as they have in France and other European countries, where we will be able to buy young stock in any quantity for growing on. I also hope to see a much larger variety to select from than we have hitherto had, and a much more extended use made of purely native shrubs. I also hope to see a readjustment of prices,

so that we may get a reasonable return for the time, thought and care required to produce high grade ornamentals.

How many nurserymen in New England or elsewhere voice this sentiment? Is it in keeping with "the spirit of democracy" to voice such a sentiment? Is it unpatriotic? Does it violate the "very thing for which our patriots of '76 fought?" Should Mr. Canning be criticized for making such a remark for any of these or for other reasons?

We are led to ask these questions because in previous issues of the Exchange the "spirit of democracy" was invoked in connection with importation of foreign stock; because in the very same issue of the Exchange—on the page preceding the one carrying Mr. Canning's statement—is this paragraph concluding a protest by a New England nursery concern:

The horticultural interests of our country are at stake, and it seems a shame to allow this country to go on record as opposed to the very thing for which our patriots of '76 fought.

We have been laboring for many years under the impression that "the thing for which our patriots of '76 fought" was independence of a foreign country. And it would seem that Quarantine No. 37 comes very near to being a Declaration of Independence!

**Western Association of Nurserymen**—The next annual meeting of the Western Association of Nurserymen will be held at the Hotel Baltimore in Kansas City, January 29-30, 1920. The president, Earl D. Needham, Des Moines, Ia., has appointed the following program committee for that meeting: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Nebr.; Harry Hobbs, Bridgeport, Ind.

## Mabel Writes An Advertisement

My Dear Mr. Allcot,

Acknowledging the receipt of your postal beg to say that it says advertisement **must** be sent **immediately** and I am in **such** a quandary. Is it really so urgent? Wouldn't next week do? The season is just beginning. You see, the Old Man's gone gum-shoeing after aCL he expects to book and he telephoned me from the station about some things he forgot and he said he knew he had dictated an advertisement for your paper (you know he thinks **so much** of your paper and of you, **too**, Mr. Allcot), before he left but I know **better**, he's getting forgetful and I **know** that I couldn't forget it. And when I **told** him I couldn't find anything, what do you suppose the old grouch said? Said "Well, write it yourself, then!" Now I didn't hire here to write their advertisements. It was distinctly understood that my work was to be strictly stenographic and no dictaphone transcribing—not for Mabel! I can't stand for them things. They make a girl forget her short-hand. Employers are so **inconsiderate** of us working girls. Not that I couldn't write good advt's, but I wasn't hired for that. I'm sure I could do as well as the Old Man; his stuff sounds pretty punk to yours truly.

Won't you help me out Mr. Allcot and write that advertisement? I know it will be perfectly **thrilling**. You could spread it on thick about how many car-load shipments we make every day and what fine, clean thrifty stock we send out. That is customary, isn't it? I always get that in the letters I take and write that we feel sure that all good salable stock will find ready sale ere the spring is far advanced. The Old Man hands me that in every letter so I've memorized them parts, like the line about your order goes tomorrow. Why are nurserymen so untruthful? And why brag about being busy when mercenary employers **know** it means just overwork for us girls when the help needs **some** recreation. I know when I accepted employment here I never expected to have to stay until six and even after when all the other girls I know gets out at five and **often** at four while Mamie Jamison who **don't** pretend to work as regular as me pulls down her little twenty per. Us girls had ought to organize an Association and adopt resolutions for our protection.

Won't you write an advertisement for me, dear Mr. Allcot? Fix up something complimentary or repeat one of the old ones. That would tickle the old grouch, he's that stuck on himself.

Your orders will be greatly esteemed and awaiting your further kind favors we are,

Most cordially yours,  
MABEL.

**PRINCETON NURSERIES**

March twenty-fifth

Princeton, New Jersey

Chief Exponent of the American Nursery Trade

## THE AMERICAN NURSERYMAN

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,  
39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$1.50 per yr.; 3 yrs. for \$3.50.  
Canada and abroad : 50 cents extra per year

ADVERTISING RATE, \$1.40 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all the nurserymen."—Former President John Watson, American Association of Nurserymen.

**ONE CAN** only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the *AMERICAN NURSERYMAN* you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.



# DIRECTORY OF GROWERS OF YOUNG STOCK IN AMERICA

## Representative American Nursery Concerns Producing Now In American Nurseries Young Nursery Stock—Raw Material—Eliminating Importations

"No sooner has someone said, 'It can't be done,' than someone has produced it."

The Plant Exclusion Order has been signed and will go into effect June 1, 1919. With certain exceptions, importations of Nursery Stock into this country after that date will be prohib-

ited. Eventually there may be no exceptions. The necessity for producing young stock in America is seen by progressive Nurserymen, who are already filling the want, as shown below:

### Complete Stock of YOUNG EVERGREENS

ALSO  
Trees, Shrubs and Vines  
for lining out

Write for Wholesale Price List.

**THE D. HILL NURSERY CO., Inc.**  
Evergreen Specialists, Dundee, Illinois.  
Largest Growers in America. Box 402

### The Farmers Nursery Co. TROY, OHIO.

Produce from cuttings, most of the kinds of Evergreens you have been importing.

Offer One and Two-year-old Stock from beds, also the

Pot-grown kind, with ball attached, that give 100 per cent. stand.

Write to-day for Prices and Samples

### LINING OUT STOCK Deciduous Shrub Seedlings and Cuttings

**DANIEL A. CLARKE**  
RED OAK NURSERIES  
FISKEVILLE, R. I.

### EVERGREENS SEEDLINGS and TRANSPLANTS FOR LINING OUT

WRITE FOR OUR PRICE LIST

**THE NORTH-EASTERN FORESTRY CO.**  
"WE GROW OUR OWN TREES."  
CHESHIRE, - - - CONN.

### ORNAMENTAL LINING OUT STOCK

GET OUR PRICES

We grow ornamental lining out stock under contract. Let us figure with you for fall of 1919 or spring of 1920.

**ONARGA NURSERY COMPANY**  
CULTRA BROS., Mgrs.

ONARGA,

ILLINOIS

Lining Out Stock for the Trade  
Shrubbery, Tree Seedlings, Evergreens,  
Small Fruits, Ornamental Vines, Etc.

### Seedlings, Transplants, Layers & Cuttings

Some of the items we specialize in are  
Hydrangeas, Snowballs, Irish Junipers, Norway  
Spruce and native tree Seedlings

Send for our complete list of stock and prices.  
Mailed free to the trade on request.

**J. JENKINS & SON,**  
Wholesale Nurserymen  
WINONA, COLUMBIANA COUNTY, OHIO.

### SHRUBS - - TREES

A General Line of Ornamentals.

### YOUNG STOCK—For Nursery Planting

We were among the first to produce our own goods. We are making young plants for others—why not for you?

Grown Right—Dug Right—Packed Right

**AURORA NURSERIES**  
AURORA, ILL.

### Seedling and Transplanted EVERGREENS

For lining out in the nursery and for planting for specimens

Trade List will be sent on application.

**HARVARD EVERGREEN NURSERIES**  
HARVARD, ILLS.

### WE GROW EVERGREEN SEEDLINGS

Evergreens from Cuttings Under Glass  
and Small Deciduous Stock  
for Lining Out

**The Sherman Nursery Co.**  
E. M. SHERMAN, President  
CHARLES CITY, IOWA.

### THE FAVORITE BLUE

### Delphinium Belladonna Seed

Do you want quality seed saved from selected stock plants, planted far enough apart to produce the best seed, cultivated and hoed with great care, hand-picked as matured from clean, healthy plants?

Order now. \$35.00 per lb.; \$17.50 per ½ lb.; \$8.75 per ¼ lb.; \$2.25 per oz.

**MARTIN KOHANKIE, Painesville, O.**

When ordering, please mention American Nurseryman

### Boxwood Retinospora Arborvitae Euonymus

*Buxus sempervirens salicifolia*; 6 to 8 in. at 3½c each; 8 to 10 in. at 5c.  
*Buxus arborescens*; 6 to 8 in. at 3½c; 8 to 10 in. at 5c.  
*Pyramidal Arborvitae*; 6 to 8 in. at 5c; 8 to 10 in. at 7c.  
*Retinospora plumosa aurea*; 6 to 8 in. at 5c; 7 to 10 in. at 7c.  
*Irish Juniper*, transplanted, 12 to 15 in. at 8c.  
*Euonymus radicans*, 2 yr. at 4c.  
*Buxus sempervirens salicifolia*, transplanted, bush form; 8 to 10 in. at 15c; 10 to 12 in. at 20c; 12 to 14 in. at 25c. We consider this variety the best Boxwood we have grown.

Packing additional, or packed free for cash with order. Mention AMERICAN NURSERYMAN.

**WILD BROS. NURSERY CO.**  
SARCOXIE, MO.

### .. EVERGREENS ..

Thuyas Biotas Junipers  
Retinosporas

We grow the above from cuttings and can supply either the small plants suitable for bedding or transplanted plants ready to plant directly into nursery rows.

**M. L. CARR'S SONS, Yellow Springs, Ohio**

### We Have Them

YOU MAY WANT THEM

1,000,000 Oak Seedlings in 10 sorts.  
1,000,000 Pine Seedlings in Resinosa, Rigida, Ponderosa, Thunbergi, etc  
Also a nice line of other seedlings and shrubs in lining out sizes and Specimen Stock  
SEND FOR TRADE LIST NOW

**ATLANTIC NURSERY COMPANY,**  
Berlin, Maryland.

### Best Young Trees For Nurserymen FROM

**Little Tree Farms, - al Framingham, Mass.**

We have millions of growing Evergreens and Deciduous trees, Complete in grades and sizes, to select from.

Write for Wholesale Price List of Seedlings and Transplants of Firs, Junipers, Arborvitae, Pines, Spruces, Maples, Ash, Oaks, Lindens, Elms, etc.

**AMERICAN FORESTRY CO.**  
18 Beacon Street, BOSTON, MASS.

ESTABLISHED 1866

### Naperville Nurseries

GROWERS OF

Trees, Shrubs, Perennials, etc.

Let us have your inquiries for Lining Out Stock

**NAPERVILLE, ILLINOIS.**

Bell Phone 93-W

# AMERICAN NURSERYMAN



## CHIEF EXHIBITOR OF AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely Independent.

Published Monthly By

**AMERICAN FRUITS PUBLISHING CO., INC**  
30 State Street, Rochester N. Y.

Phones: - Main 1402; Main 2802  
RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

### SUBSCRIPTION RATES

One year, in advance	-	-	\$1.50
To Foreign Countries and Canada	-	-	2.00
Single Copies	-	-	.15

Advertisements should reach this office by the 25th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

**ROCHESTER, N. Y., APRIL, 1919**

*America More Fruitful and Beautiful*

### THE REASON

While complete exclusion undoubtedly affords the greatest measure of safety, the governing principle in the quarantine is to limit plant introductions to the classes of plants which have been represented by the plant interests concerned in this country as being essential to plant production, in other words, the raw material out of which salable fruit trees, roses, etc., are made. To these were added certain classes of plants, including bulbs and seeds, which could be reasonably safeguarded by inspection and disinfection.

In the case of rose stocks the distinction between stocks on the one hand and budded or grafted roses on the other was made with a view to limiting importations largely to such stocks as are usually grown in commercial nurseries where special care is exercised to control and eradicate pests. The stocks permitted entry under item 3 of Regulation 3 are practically always grown in commercial nurseries, while budded and grafted rose plants may, immediately upon their arrival in the United States, be shipped broadcast over the country to consumers who pay little or no attention to the eradication of any insects or diseases the plants may carry. Rose stocks, furthermore, as imported are seldom more than one year old, whereas the finished rose plants are two years or more old and consequently correspondingly more likely to be the means of introducing pests.

Federal Horticultural Board, U. S. Dept. Agr.

### Co-operation, with Competition

We have many problems to solve; and the first and foremost is to determine upon the manner of distribution. When that is determined, we must work to strengthen it and to enlarge it; it is then and only then that the nursery business can be considered an intellectual and honorable calling.—M. R. Cashman.

Prices in nursery advertisements in this publication are for nurserymen only. This does not include advertisements of books or other articles.

### FULLY AUTHORIZED

In view of the efforts to discredit the authority of the Department of Agriculture in the matter of the plant quarantine, our readers are informed that the powers granted by the Federal Plant Quarantine Act of August 20, 1912, as subsequently amended, in relation to foreign quarantines, are very broad and, undoubtedly, fully authorize the quarantine action taken in Quarantine No. 37 and in other quarantines promulgated by the Secretary under this act.

Section 7 broadly empowers the Secretary of Agriculture to forbid the importation into the United States of any class of nursery stock or of any other class of plants, fruits, vegetables, roots, bulbs, seeds, or other plant products, whenever he shall deem such action necessary in order to prevent the introduction into the United States of any tree, plant, or fruit disease, or of any injurious insect new to or not theretofore widely prevalent and distributed within and throughout the United States. This provision is certainly broad enough to cover all needs, and the responsibility for the determination of the need is placed with the Secretary of Agriculture.

Ample opportunity, too, was given all persons interested to be heard, as is shown by reference to our files reproducing the announcements of the hearing. More than once we have urged, apparently with little success, the advisability of adequate representation by the nursery trade upon occasions of great importance.

### WELL! WELL!

Hardly had they said it could not be done, when lo! the trick was turned!

In another column Government experts promise to produce lily bulbs equal to or better than those it has been the custom to import—and in one year's time from seed!

Right now, we are told, Government florists have Easter lilies flowering at Arlington, Va., from bulbs which commercial florists throw away!

It's a great awakening that is just ahead, apparently. American growers are to turn the tables on the stories of the importers and their foreign principals and show them the fallacy of the time-honored declarations as to what can be done in this great Republic.

Next!

### AWAY FROM HOME

Steel and iron manufacturers discuss their trade topics, not in grocers' papers, but in trade papers devoted to the steel and iron trade. Boot and shoe manufacturers do not discuss their trade topics in druggists' trade papers, but in their own trade papers. And so on and so forth.

But when nurserymen discuss a trade topic in print (rarely, it is true) the tendency is to rush to a florists' paper which is all at sea on strictly nursery trade topics. Thus noise is unwittingly added to a tempest in a teapot, when the tight shoe is mainly on the other fellow's foot.

### IS THIS VAUDEVILLE?

The U. S. Department of Agriculture through its effective organization has made it possible for American gardeners to produce the results of which they are proud to speak. Among other things the Department has done is to endeavor still further to protect American Horticulture from the ravages of insects and diseases, a list of which is published in this issue.

From the tenor of resolutions adopted

here and there one would think that the gentlemen operating in the Department were plotting to destroy American Horticulture and that they had committed a crime in presuming to shut out insect-bearing and disease-bearing plants! Listen to this:

At the recent conference of the National Association of Gardeners in Pittsburgh, Pa., the following protest was telegraphed to Secretary Houston at Washington after the conference:

At a conference of the National Association of Gardeners held in this city, which association represents the profession of gardening in this country, a resolution was adopted most emphatically protesting against the plant import exclusion act, known as Quarantine Bill No. 37, as being not only most unfair, unreasonable, and detrimental to American ornamental horticulture, but also most inconsistent in its construction, casting a slur on the ability and intelligence of American entomologists and pathologists, which reflection, strange as it may seem, appears to have the approval of the scientists themselves. The resolution urges that you reconsider this arbitrary act, which is certainly not in harmony with the spirit of democracy our government is endeavoring to introduce to the whole world.

Not a word of commendation for the action of a Department established and supported by the people of this Republic to protect and foster American Horticulture!

Instead, an accusation that the Department has cast a slur upon American entomologists and pathologists who after due and patient trial have found that still further means for protection against the foreign flood of pests is necessary!

It seems at times that we are witnessing a vaudeville act.

Who cares whether insects and diseases which prey upon plants are restricted?

Who has spoken in favor of such restriction?

Have the gardeners, who handle plants!

### CAN YOU BEAT IT?

The inadvisability of discussing a subject beyond one's province is clearly shown when the editor of a florists' paper dips into the outside field of nursery stock—fruit stocks at that! Last month a florists' paper editorially said:

The Dept. of Agriculture recently issued a press notice discussing the question, Can the United States Grow its own Fruit stocks? Is this the opening move in a campaign having for its object the extension of Quarantine 37 to cover all kinds of fruit stocks as well as ornamental trees and shrub? If not, what is the object of making such statements as "The problems involved [in finding out where and how home grown stocks can be produced] are so complex that private interests cannot well handle them." Is this not another way of saying paternally, "this business is too difficult for the men who have given their lives to the business; we scientists will study the matter and decide what they can and ought to do."

Compare this with the urgent request by the nurserymen in convention and through their legislation committee, that the Federal authorities take up this work because it alone has facilities for doing it! Can you beat it?

That's a good advertisement by the florists in the March magazines—"Flowers make a brighter business day," depicting a vaseful on the desk of a business man. Its suggestiveness is respectfully referred to nurserymen who have not yet lined up with the Nurserymen's National Service Bureau—and particularly to those in the Flower City.

When writing to advertisers just mention American Nurseryman.



## OPEN FOR DISCUSSION

Our readers have been invited again and again to voice their opinions on trade topics in this journal which for years has stood as the chief exponent of the American Nursery Trade. Just now discussion is in progress on a trade topic of interest. Have not our readers views on the subject which might aid in arriving at a position which would be representative of the trade? Again and again we have asked expression from any point of view. Just why is such discussion withheld?

## PLANT VS. HUMAN PESTS

The I. W. W. and other pests are gathered at Government expense, carefully transported to tidewater, fed and watered, and shipped back to foreign shores as undesirable.

As it is not practicable to treat foreign plant pests in similar manner, the Government has thought it wise to shut out as many as possible before they get a foothold here.

We have not heard a word of protest against the action in the case of the human pests.

## PLUMB-LINE TOUCHES BOTTOM

The quality of perception in the mind of the importer who imputed to the Federal Horticultural Board a motive which is commented upon in the following communication may or may not indicate the breadth of vision characterizing the opposition to the plant quarantine; at least it exposes the size of the vision in an individual case:

"January 8, 1919.

"McHutchison & Co.,  
95 Chambers street,  
New York.

"We have your letter of the 12th ultimo inquiring whether dracaena canes may be permitted entry after June 1 next, as scions or as exempted nursery stock. In reply thereto I regret to advise you that on and after June 1, next, the importation of dracaena canes will be prohibited.

"I note your understanding that one reason for the prohibition of plant importations is to encourage home production. In this connection it should be said that Quarantine No. 37, with regulations, was formulated by the board for the sole purpose of protecting the agricultural and horticultural interests of this country from dangerous plant diseases and insect pests.

LESTER E. PALMER,  
In charge of Entry of Plants and Plant  
Products Under Restriction."

## HOPE FOR THE IMPORTERS

Following the policy of the *American Nurseryman* for constructive criticism, here's a word of cheer for the importers:

Considerable anxiety over the plight of the brewers has been expressed by their friends; but it now appears that the brewers are able to take care of themselves—and without calling a Government board names!

An indication of their enterprise is seen in the case of Coors Brewery—known all over the United States as the Colorado brewery that went dry. When State prohibition forced them into fields anew they turned to the making of malted milk with the result that from a monthly business of \$60,000 their sales jumped to a monthly total well in excess of \$150,000.

"While the market for the brewery was limited to the region around Colorado," said the sales manager in a recent interview, "the malted milk market is world wide. Our pottery selling machine is already international, and we have malted milk branches in Des Moines, St. Louis, Dallas, Oklahoma City, Kansas City, Omaha,

After all have spoken, according to the prospect of effects upon their individual receipts in business, their sympathies with foreign growers, or any other reason—in most cases a speech of circumscribed vision—listen to the highest authority in the American Nursery Trade in matters of legislation affecting the trade, the man who for years has represented the national trade organization, the American Association of Nurserymen, in legislation affairs at conferences with Federal authorities in Washington, D. C., who has the confidence of the trade to such an extent that he was begged to continue to represent the national association and nurserymen generally in legislation matter—William Pitkin, long Chairman of the Legislation Committee of the American Association of Nurserymen.

Mr. Pitkin bore the brunt of the argument in behalf of the nurserymen when it was proposed by Federal authorities to shut out all importations of plants and trees; and when, through the representations made mainly by him and supported by his associates, there was prospect that the regulations would be just what they afterward proved to be, he congratulated the Nursery Trade—not the florist trade which he did not represent—upon the outcome!

In his report upon the result of the conferences with the Federal authorities he commented with a feeling of relief that what the nurserymen most needed in the way of importations would be allowed still to come in; that certain balled stock shut out was not of prime importance; that bulbs, etc., from the Orient were of comparatively little interest to nurserymen, and that American nurserymen undoubtedly would quickly find a way of meeting the situation caused by the shutting out of finished stock.

It is upon this expert view of the situation by a practical nurseryman, head of one of the largest American nursery trade con-

Salt Lake City, Seattle, San Francisco, Minneapolis, Chicago, Little Rock and Houston."

Now let the plant importers get busy and look about them for some activity which promises to prove better than anything they have yet had. Referring to the coup of the Coors, Printers' Ink says:

"This is a competition that gets down to basic facts and firmly entrenches itself in whatever industry it decides to operate. And the manufacturer who bumps up against it will through the law of self-preservation be forced to adopt similar methods. It is organized competition. It is advertised competition. It is resourceful competition."

A florists' paper is waxing enthusiastic over the idea of an American Chamber of Horticulture. Readers of the *American Nurseryman* passed all through that subject a dozen years ago when the editor of this publication worked up sentiment to the extent that the National Congress of Horticulture was established through the good offices of the American Pomological So-

ciety, the recognized leader and exponent of American Nursery Trade interests in matters of Federal legislation; together with the self-evident importance of the cause which led the Federal Horticultural Board to issue its regulation No. 37, that the *American Nurseryman* has taken its stand in the matter.

The proprietor of the *American Nurseryman* has no trees nor plants to sell, either American or foreign grown; neither is any director of the company publishing this journal an importer of foreign-grown nursery stock, the very existence of whose business depends wholly or in part upon quashing the quarantine! THIS IS THE ONLY AMERICAN NURSERY TRADE JOURNAL OF WHICH EITHER OF THE ABOVE STATEMENTS CAN BE MADE!

The only interest of the real Nursery Trade Journal in America is to promote what it believes to be for the welfare of the trade; it has no axes to grind. It has proved its loyalty to the trade time and again. That proof stands today an open book in the offices of the leading nursery trade organizations throughout the country, challenging comparison.

As for the discussion in hand, let the Nurserymen of America see clearly and not be blinded by a mixture of florists' interests in their affairs. The highest authority in the Nursery Trade has little or no doubt that Nurserymen can proceed under the quarantine and with the propagating aid of the U. S. Department of Agriculture (which he has suggested and asked for in behalf of the Nursery Trade) can secure eventually American stocks to take the place of those which have been imported.

Those nurserymen who have power to differentiate will leave the florists' troubles to the florists and refrain from entering the tirade against Government authorities with which a florists' trade journal is assuming to connect their names.

ciety, with Professor W. N. Hutt as the president. Our idea embodied all that the florists' paper advocates and much more. The time was not then ripe for great interest in the matter and we have heard little or nothing of the subject for a long time. The florists' paper gets its idea from Great Britain; ours was original. More strength to the arm of any medium for advancing the interests of American Horticulture!

## OF TWO EVILS: WHICH?

Granted that the plant quarantine may or will deprive American gardens of some of the plants the gardeners have learned to like—for a time.

Is it not worth while to forego the pleasure of growing such plants and to turn to thousands of others, for the sake of mitigating the ravages which are becoming increasingly destructive of American Horticulture?

And the twenty-four words in the first paragraph above constitute the sole argument of the opposition!

# STRIKE A BALANCE—FIGURE IT OUT

## FOR THE PLANT QUARANTINE

United States Department of Agriculture—Sponsor for all that makes for a More Fruitful and More Beautiful American Horticulture, the identical aim of the Nurserymen's National Service Bureau—Without a tree or plant to sell—Absolutely independent.

A Nursery Trade Journal—Solely interested in the future of American Horticulture on a sound and clean basis—Without a tree or plant to sell—Absolutely independent.

Nurserymen who grow and sell stock produced in America—For America first and all the time—Who, while boosting for America for Americans and loyally supporting American labor and American institutions, count upon the prosperity in return for their efforts which is the just reward for sentiment of that stamp—With firm faith in the boundless resources of their own country—Desiring to be absolutely independent.

Expert Government officials to whom Nurserymen appeal when plant pests defy control—Who have been asked to take over the work of producing a line of American stocks which American Association of Nurserymen officials say the Nurserymen themselves are not able with their limited resources to produce—Absolutely independent.

Millions of American planters of Nursery Stock who want a clean American Horticulture—Who are fighting pests already here and who view with alarm the increasing length of lists of enemies of plant growth—Who pay in taxes for protection of the kind which Government officials are in duty bound to provide—Whose interests are for America first as compared with Europe or the world at large.

## AGAINST THE PLANT QUARANTINE

Nurserymen who have learned to depend upon foreign-grown stock which they wish to cling to, because they believe they can make more money with it than with stock grown in America by American labor—Who because the necessity for producing stocks in this country has not heretofore arisen think it cannot be done—Desiring to be dependent.

A publication conducted by a nurseryman and an importer who have trees and plants to sell, the very existence of the importer's business depending upon the quashing of the quarantine—Absolutely dependent.

Florists—Not Nurserymen.

Gardeners—Not Nurserymen.

Importers—Not Nurserymen.

Auctioneers—Not Nurserymen.

An attorney paid to represent classes—Not American Horticulture—Absolutely dependent.

A florists' paper published first and foremost and all the time for florists—not Nurserymen—with a few columns devoted to superficial nursery topics as compared with pages and pages for the florists' trade exclusively—with seldom if ever an editorial comment on a nursery subject to which is not hitched an application for the florists—Now suddenly evincing a remarkable anxiety for the Nursery Trade in a tirade against the U. S. Department of Agriculture, apparently using the Nurserymen to pull florists' chestnuts out of the fire.

Foreign growers of Nursery Stock, anxious to sell it in America, though grown elsewhere, regardless of insect and disease damage to American landscape, orchard and garden.—Absolutely dependent.

# FIGURE IT OUT—Which Class Are You In?

## NURSERYMEN'S OPPORTUNITY

Expenditures for the construction of 40,000 miles of new highways in 1919 will reach \$225,000,000, according to reports received by the Department of Agriculture from officials of various states, counties and municipalities. In addition to this sum, about \$100,000,000 will be devoted to the maintenance of 300,000 miles of public highways.

The Federal Government will have a total of least \$574,000,000 for co-operative road building during the next three years.

All the arguments which have been advanced in favor of planting trees along the highways should be brought to bear in connection with this enormous development. Are the nurserymen sufficiently organized to cope with the situation? Surely this is a time for action rather than restful waiting or overmuch opposition to things as they are. There's a big opportunity in the above announcement of government plans. There have been many other opportunities which have slipped by.

## THE COUNSEL'S MANIFESTO

Comment on the matter presented to the Washington authorities by the counsel of the American Association of Nurserymen in regard to the plant quarantine—matter which is published in this issue—is unnecessary in view of our leader in the March issue covering the subject in advance.

It should be noted, however, by our readers, and especially by members of the American Association that so far as there is any indication, the statement presented thus to the Washington authorities does not repre-

sent the views of the membership of the Association. Certainly there are members of the American Association who do not endorse the statement. Just how many are of one opinion or the other is not at present known.

The statement in question is not from the executive committee of the Association; it does not bear the signature of the president of the Association; it is not even signed by the chairman of the Association committee on legislation. In that it opposes the quarantine, however, it in general conforms to the attitude declared some months ago by President Mayhew to be that of the executive committee of the Association.

In our opinion it should have been worded diplomatically enough to leave the national organization of American nurserymen free to express when occasion arises a very warm interest in the development of as clean an American Horticulture as may be attained by cordial co-operation of all interests, including the United States Department of Agriculture.

In the absence of a referendum on the subject, the rank and file of the national organization will have to await the Chicago convention in June to express its sentiment.

## WHY PINE?

Why pine for plants of foreign growth when Arnold Arboretum proves that such an array of ornamentals can be grown in bleak New England as is listed in William H. Judd's article in this issue? Why?

When writing to advertisers just mention American Nurseryman.

## THE SPIRIT OF DEMOCRACY

In the opinion of the National Association of Gardeners, in conference recently in Pittsburgh, Pa., an endeavor on the part of the Government to prevent the introduction of millions more of insect-bearing and disease-bearing plants from abroad "is not in harmony with the spirit of democracy of our government."

They haven't a word in opposition to Government action in shutting out Bolsheviks and the brutal Hun. Is such shutting out in harmony with the spirit of democracy of our government?

## ONLY ONE SIDE

Really, there seems to be only one side to this plant quarantine argument! We have used up all our space this time and we're all out of breath trying to keep up with the side lights which flash at every angle, with the result that we have several pages more of similar kind which will have to go over.

This blooming country of ours is so big and so pregnant with opportunity right in her own borders, with climate and soil in infinite variety and American spirit permeating every nook, that it seems a shame to pass it all up and stand on the border with longing eyes and folded arms looking for something beyond. Our patriotism and our faith in our country are too strong to permit us to join for one moment in the chorus of the importers.

This is the American Nurseryman speaking. And it's rightly named!



# PEXTO

## TOOLS

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### Sell MORE Nursery Stock THIS BOOK AND PLAN WILL HELP YOU

Take care of your old customers but **keep adding new ones.** It's the only way to show a healthy increase in business and profits each year.

The Little Pruning Book offers the solution. It is an authoritative guide to correct pruning. Illustrates and explains how, when, and where, to prune for bigger and better fruit, flowers and plant life in general. Familiarize more customers with the fundamentals underlying the art of pruning and greater interest and more purchases will result.

#### The Plan Behind the Book



Our selling plan increases your profits by placing *The Little Pruning Book* in the hands of your customers *through you.* Your sales of nursery stock will increase as a matter of course.

Sending for a free volume does not obligate you in any way. It will bring you details of our co-operative plan of distributing this educational work, through nurseries. (The Little Pruning Book sells in book stores at 50 cents).

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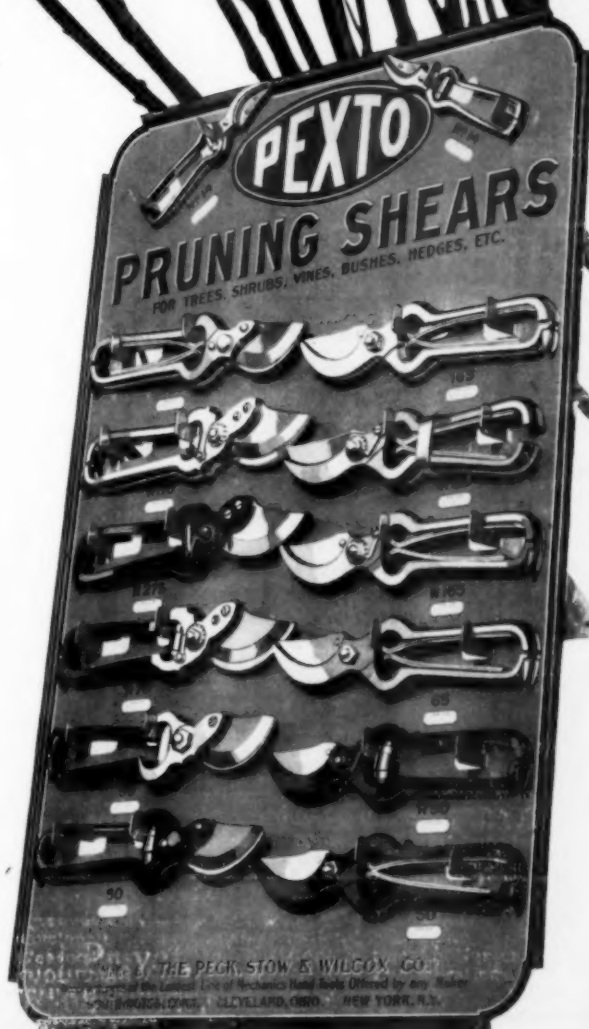
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# NURSEYRYMEN'S NATIONAL SERVICE BUREAU

MORE FRUITFUL **TO MAKE AMERICA** MORE BEAUTIFUL

F. F. ROCKWELL  
MANAGER

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NEW YORK



## Nurserymen's Market Development Campaign Under Way

Funds Coming in Well and Substantial Start Made—Manager Rockwell Points Out Great Necessity of Better Organization Among Nurserymen as Foundation for Future Market Development Work on Large Scale.

The work of Market Development which has been discussed for several years by many nurserymen, and a definite organization to start which was effected at the convention in Chicago last June is now definitely organized and making progress.

The outline of work planned by the Executive Committee appointed by the Board of Directors of the organization for Market Development covers the following lines:

First to create **MORE BUSINESS, Publicity**, including articles which are being supplied to some 500 newspapers from Maine to Florida and as far west as Minnesota and the Dakotas.

**Nurserymen's National Service Bureau  
Articles For Selected Newspapers**

By  
F. F. Rockwell,  
Author of

"Around the Year in the Garden"  
"Making a Garden of Small Fruits"  
"The Gardener's Pocket Manual"  
"The Little Pruning Book," etc.

**March**

Small Fruits and Berries for the Home Place.

Perennials for Spring Planting.

Shrubs for Continuous Bloom

Roses Without a Formal Rose Garden.

**April**

Early Spring Work in the Home Fruit Orchard.

How to Set Out Plants So they will Live.

Early Work With Your Hardy Perennials.

Trees for More Comfort.

**May**

Paving the Way for Perfect Fruit.

More and Better Roses.

Color Effects with Shrubs.

Protect Plants from Disease and Insects.

**June**

Making the Garden Safe Against Dry Weather.

Starting the New Hedge Right.

Start Now to Grow Blooms that will Take

Prizes this Fall.

Summer Pruning.

**Newspapers Eager to Aid**

That the newspapers are glad to have material of this kind may be gathered from some of the following comments which have been received:

From The Philadelphia Record:—"Immediately upon receipt of your letter of March 6 we telegraphed you as follows: Glad to accept your offer of March 6. We now Mr. Rockwell as an authority and fine writer.

"We wish to thank you for having submitted this service to the Philadelphia Record."

From a telegram from the Daily Argus Leader, Sioux Falls:—"Please put us on for Rockwell Articles Exclusive here."

From The Times-Union, Albany, N. Y.,—"We will make use of the series of articles by Mr. Rockwell as outlined in your letter of March 6th. Direct them to me personally, care of this office, and I will try and make the best use of them that our space will allow."

From the Springfield Union, Springfield,

Mass.—"I enclose properly filled out the card that you sent The Union. Yes, we should like to receive your service, and we will run it in our Sunday edition, giving it a proper display. I am quite sure it will be valued by our readers."

From The Sunday Courier, Poughkeepsie, N. Y.—"We are in receipt of your newspaper article entitled "Perennials for Spring Planting." This sort of article is very excellent and we will be very glad to use it."

From The Ottawa County Republican, Port Clinton, Ohio—"We have used two of your articles on Fruits, Flowers and Shrubs and will use the others if you will send them along. They are good. Just what we want."

From the Pioneer, Bemidji, Minn.—"We will be much pleased to make use of your series of articles by Mr. Rockwell, as outlined in your letter."

From The Recorder, Catskill, N. Y.—"Your proposition at hand and noted, and,

having used articles by Mr. Rockwell last year, we would like to take on these."

**Lectures and Special Articles**

Two lectures, illustrated with lantern slides, one on "Your Home More Beautiful," and the other on "How to Plant," to be supplied to garden clubs, schools, churches and similar organizations have been advertised in the garden magazines and will be ready for distribution in the near future.

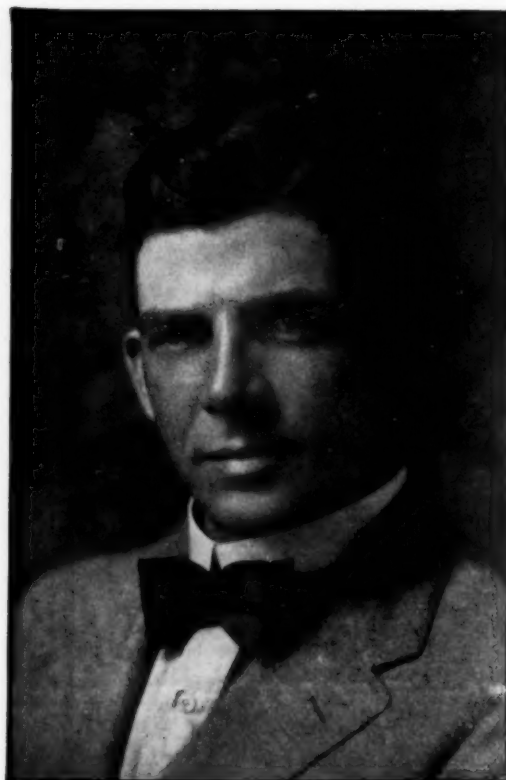
Service for horticultural magazines in the way of supplying photographs, getting material for special articles, suggesting writers, etc., to help along the general interest in the planting of ornamental and fruit trees has been started. In the course of time with the co-operation of nurserymen who are subscribers to the Market Development campaign, this feature can be built up into a means of doing a great deal of educational work along the lines in which we are interested at very little expense.

As was explained in a former statement of the work being started by the National Service Bureau, no general advertising campaign to the buying public is contemplated this spring, as the Executive Committee has felt that this particular phase of our work should not be undertaken until a much larger fund is available for advertising, and until the many problems of organization—such as getting in new members, arranging a basis of payments that will be just to all, the employment of an association trade mark, etc., have been more fully worked out. Some excellent opportunities for publicity on a national scale at very slight cost in proportion to the results to be achieved

Continued on Page 100

### WORKING TO INCREASE NURSERY BUSINESS

His Activities Outlined Herewith



F. F. ROCKWELL, MANAGER

Nurserymen's National Service Bureau

See "American Nurseryman", Vol. xxix, Pages 13, 38, 42, 70



## AMERICAN GROWN LINING OUT STOCK

The cost of importing will far exceed our price for home-grown stock. Furthermore, our plants will give you a better stand.

Write for complete list.

Philadelphus Coronarius - 3-4 ft., \$75.00 M.

Regels Privet, - 2-3 ft. heavy, 40.00 M.

Ibota Privet, 2-3 ft., 5,000 lots or more, 30.00 M.

Also can supply carload lots of the following at right prices:

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ONARGA,

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## Mayflower Peach Trees

**J. Van Lindley Nursery Co.,**

POMONA, N. C.

Peach Seed, of Course

Subscribers to Market Development Fund.

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We offer for sale our usual supply of first-class one year, two and three year

### CHERRIES

Can furnish some extra heavy trees for landscape work Both Mahaleb and Mazzard roots.

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Indiana

## PEONIES FOR PROFIT

The demand is increasing for both plants and cut flowers. To get your share you must have the Peonies. Prepare now. Book your order and be assured of your supply.

**SARCOXIE NURSERIES  
PEONY FIELDS**

**WILD BROS. NURSERY CO.**  
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## 1918 Peach Pits

We have a surplus of 100 bushels North Carolina Naturals at \$3.00 per 50 pounds, securely sacked, f.o.b. here.

**H. F. HILLENMEYER & SONS**  
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**AMERICAN**

## Nursery Trade Bulletin

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Forms close on 12th  
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A large stock  
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CALIFORNIA PRIVET  
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We have

SPIREA VAN HOUTTEI  
COMMON SNOWBALL  
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BARBERRIES  
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TAMARAX  
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PEONIES

Well grown  
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"In the Land of the Blue Grass."

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**Peach and Jap Plums.** For those wanting fine stock for retail trade.

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**Fine Blocks.** Ornamental Shrubs and Evergreens grown especially for Landscape work.

## PLANT BREEDING

By **BAILEY and GILBERT**

Professor Bailey's standard text, originally issued some twenty years ago, has been revised and brought down to date by A. W. Gilbert, Professor of Plant Breeding in the New York State College of Agriculture. In addition to the many changes made in the material that has been retained, there are now included in the volume new discussions of mutations, Mendelism, heredity and the recent applications of the breeding of plants. There are also extensive laboratory exercises and a bibliography. Altogether the work is a comprehensive encyclopedia on the subject of plant-breeding.

Price \$2.15

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**Summer and Fall Bearing**  
Headquarters for Strawberries and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Crates, Baskets. Catalog free.  
L. J. Farmer, Pulaski, N. Y.

AMERICAN business men do not realize the value which trade journals and technical magazines may be to them in increasing efficiency of their factories and in giving them a broad and comprehensive view of their business. Our foreign competitors read almost every article published upon their business with great care and thoroughness. Many of them have duplicate copies of their favorite trade paper sent to their homes so that they may read them away from their business without being disturbed. Many foreign manufacturers contribute articles to these journals on phases of the business with which they are most familiar. Such articles are bound to be helpful and have a constructive effect.

"Our trade journals and technical papers are the best in the world and they should be encouraged and supported by our business men. Copies should be placed where employees can see them and they should be urged to read and study them. These papers are preaching the gospel of sound business on practical lines and are helpful not only to business but to the country as a whole. If the suggestions made by them in the past had been followed by our business men it would not be necessary at this time to point out some of the fundamental weaknesses in American business."—Edward N. Hurley, Chairman U. S. Shipping Board.

### EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or wish to increase your planting in nurseries, we can supply you with genuine **PROGRESSIVE** Everbearing plants, guaranteed to be **TRUE TO NAME** and handled so as to reach you in best of growing condition. Write for prices. We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties in our experimental grounds not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out. **THE GARDNER NURSERY COMPANY.**

Drawer 102, Osage, Iowa

When writing to advertisers just mention  
American Nurseryman.

## LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.,**

DERRY, N. H.

## THE MARKET DEVELOPMENT CAMPAIGN

Continued from Page 98

are available when we are ready to take advantage of them.

### Educating the Trade

In line with the plans of furthering the work for Market Development, the Nurserymen's National Service Bureau is running a full page advertisement in the trade papers and has prepared for distribution to members, subscribers to the Market Development Fund, matter which they are urged to use in their mail during the next three months. There are a great many nurserymen who do not yet fully realize the importance of what the Market Development movement may be made to the whole industry. Those already interested should do all in their power to help show those who are not yet convinced that it is good business as well as a certain moral obligation for them to do their share in this big movement which is bound to help the entire industry and every one in it.

### Cash Contributions Received

Firms from whom actual cash contributions have been received so far include the following:

Oaklawn Nurseries, Huntsville, Ala.  
Chase Nursery Co., Chase, Ala.  
C. R. Burr & Co., Manchester, Conn.  
W. W. Hunt & Co., Hartford, Conn.  
Fraser Nursery Co., Huntsville, Ala.  
W. C. Reed, Vincennes, Ind.  
Mount Arbor Nurseries, Shenandoah, Ia.  
Shenandoah Nurseries, Shenandoah, Iowa.  
Capital City Nurseries, Des Moines, Iowa.  
J. W. Hill, Des Moines, Iowa.  
Des Moines Nursery Co., Des Moines, Ia.  
G. W. Prescott, Marengo, Ills.  
Willadean Nurseries, Sparta, Ky.  
J. G. Harrison & Sons, Berlin, Md.  
Charles M. Peters, Salisbury, Md.  
H. J. Weber & Sons Nursery Co., Nursery, Mo.  
New Haven Nurseries, New Haven, Mo.  
Stark Bros., Louisiana, Mo.  
American Forestry, Framingham, Mass.  
Adams Nursery Co., (John W.) Springfield, Mass.  
E. W. Breed, Clinton, Mass.  
St. Cloud Nursery Co., St. Cloud, Minn.  
O. A. D. Baldwin, Bridgman, Mich.  
Maloney Bros. & Wells, Dansville, N. Y.  
Jackson & Perkins Co., Newark, N. Y.  
H. H. Charles Advertising Co., N. Y. City.  
Peter Youngers, Geneva, Nebr.  
Harrison Nursery Co., York, Pa.  
Marshall Bros. Co., Arlington, Neb.  
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J. H. Skinner Co., Topeka, Kansas.  
Benjamin Chase Company, Derry, N. H.  
J. VanLindley Nursery Co., Pomona, N. C.  
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Princeton Nurseries, Princeton, N. J.  
Peter Bohlender & Son, Tippecanoe City, Ohio.  
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Storrs & Harrison Company, Painesville, Ohio.  
Jim Parker, Tecumseh, Oklahoma.  
William H. Moon Co., Morrisville, Pa.  
Thomas B. Meehan Co., Dresher, Pa.  
Conard & Jones Company, West Grove, Pa.  
J. F. Jones, Lancaster, Pa.  
J. W. Root, Manheim, Pa.  
Hoopes Bro. & Thomas Co., West Chester, Pa.  
Southern Nursery Co., Winchester, Tenn.  
Cumberland Nursery Co., Winchester, Tenn.  
W. T. Hood & Co., Richmond, Va.  
Holsinger Bros., Rosedale, Kan.  
Earl Ferris, Hampton, Iowa.  
American Fruits Pubg. Co., Rochester, N. Y.  
N. E. Forestry Co., Cheshire, Conn.  
Augustine & Co., Normal, Ill.  
Bryants Nursery, Princeton, Ill.  
Nelson Swain & Son, Chicago, Ill.  
Mentor Av. Nursery, Painesville, O.  
Chanute Nurseries, Chanute, Kan.  
Pennsylvania Nursery Co., Girard, Pa.  
Uecke & Co., Harvard, Ill.  
C. M. Hobbs & Son, Bridgeport, Ind.

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U. S. Nursery Co., Rose Acres, Miss.  
Knox Nursery,  
Bunting Nursery,  
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W. & T. Smith, Geneva, N. Y.  
S. G. Harris, Tarrytown, N. Y.  
J. B. Pilkington, Portland, Ore.  
Westover Nursery Co.,  
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J. F. Jones, Lancaster, Pa.  
D. Hill Nursery Co., Dundee, Ill.  
Waxahachie Nursery Co., Waxahachie, Tex.

Chas. Mumm,  
Northwest Nursery Co.,  
Oscar W. Will & Co., Bismark, N. D.  
Thomas A. McBeth, Springfield, O.  
A. W. Pierson, Inc.,  
Rakestraw-Pyle Co., Kennett Square, Pa.  
J. O. Kelly & Son, Jeff, Alabama.  
Graham Nursery Co.,  
T. C. Thurlow & Sons, Newburyport, Mass.

### Direct Service to Nurserymen

Only 25 per cent of the first year's contribution was asked for on the first call, and the second 25 per cent. will be called for in a few days. Subscribers who have not yet made their first remittance are urged to do so immediately.

It has been realized from the beginning that the work of the National Service Bureau must include SERVICE TO NURSERYMEN as well as to the users of nursery product.

Certainly it is a direct service to nurserymen to have the educational articles and the lectures which the Bureau has prepared used as widely as possible throughout the territory through which they sell. If there is not a newspaper in your vicinity already running the series of articles mentioned above, see to it that you write at once and let us know what newspaper in your section would be the best in which to have these articles appear. Give us the name of

the editor and we will get in touch with him by return mail. Also see to it that your agents make known to any garden clubs, village improvement associations, or members of similar societies with whom they come in contact, that the illustrated lectures of the National Service Bureau may be obtained without any expense except to cover transportation charges.

Another thing which the Service Bureau has done which is of direct benefit to nurserymen has been taking up, with a number of leading publications, the matter of nursery firms advertising to the retail consumer that they would sell at wholesale prices. This kind of "competition" is not a good thing for the nursery industry. We are glad to report that in a number of cases we have been successful in having this kind of advertising eliminated. In the majority of instances the firms agreeing to discontinue this form of advertising have stated that they were glad to get away from it but had felt that they had to do it to meet the competition of the "other fellow."

### Need Better Business

But without any doubt the greatest service which can be rendered nurserymen is the establishment of some degree of standardization as to products and service and some form of organization which will eliminate the present system of competition largely on the basis of price alone. Everywhere the manager of the Nurserymen's National Service Bureau has been, and from the dozens of nurserymen with whom he has discussed the general subject of Market Development, has come the same story:

"Yes, we do need a campaign for Market Development and more business, but even more than more business we need better business!"

Well, if that is true,—and all the evidence available seems to indicate that it is true,—there is no one on earth who can make better business but the nurserymen themselves. It is no wonder that some nurserymen have hesitated about putting up money for Market Development work when they felt that in order to get as much business as they should have even under present conditions, they had to meet or come very near meeting the competition of some firm or individual who was willing to sell stock at

Continued on Page 102

We Desire to Call Attention to the Following List of

## SPECIMEN TREES

which we have in particularly fine shape. We invite intending purchasers to examine at our nursery at Scarborough, N. Y., the stock described below, which should be seen to be appreciated. It will be found to be unequalled in quality.

### EVERGREENS

**Colorado Blue Spruce (Koster type).** We have a particularly fine stock of this, plants ranging in height from 8 to 16 feet—perfect specimens.

**Oriental Spruce.** Extra fine specimens, 6 to 8 feet high.

**Juniperus virginiana glauca.** Very heavy, sheared specimens, broad and full. Unusually fine plants, 6 to 10 feet high.

**Juniperus Pfitzeriana.** Heavy, bushy plants, 4 to 6 feet high, and 4 to 6 foot spread.

**Hemlock.** Heavy, sheared specimens, 7 to 14 feet high.

**White Pine.** We have a fine stock of large specimen trees, 5 to 12 feet high—compact, bushy, well-shaped plants.

**Pinus Cembra (Swiss Stone Pine).** Specimens, 6 to 8 feet high.

**Mugho Pine.** Montana type. Broad, compact specimens, 4 to 5 feet in diameter.

**Retinospora filifera aurea.** Elegant specimens, 5 to 7 feet high and 5 to 7 feet in diameter.

**Taxus cuspidata brevifolia.** Heavy specimens, 4 to 7 feet in diameter.

### EUROPEAN LARCH

Very heavy, perfect specimens, branched from the ground, 8 to 16 feet high and 8 to 12 feet in diameter.

### RHODODENDRONS

We have a large stock of plants in medium to large sizes, ranging from 4 to 7 feet in height.

### JAPANESE MAPLES

**Dissectum.** The cut-leaved, blood-leaved Maple. Very fine broad specimens, 3 1-2 to 6 feet high and 4 to 6 feet in diameter.

**Sanguineum.** Blood-leaved Maple. Unusually fine specimens, 5 to 12 feet high.

### DOGWOODS

**White-flowered.** Large specimen trees, 12 to 16 feet high, well-shaped, both standard and low-branched—an exceptionally fine lot of trees.

**Red-flowered.** We have a large stock of medium-sized specimens, 6 feet high, also a more limited stock of large specimens, 8 to 10 feet high.

**Berberis Thunbergii.** Heavy sheared specimens, 4 feet high and 4 to 5 feet in diameter.

**Trained Fruit Trees.** Fan-shaped, pyramidal, etc.

F. R. PIERSON, (Telephone 48 Tarrytown)

TARRYTOWN, NEW YORK



## Sale Promotion By Mail

### HOW TO SELL AND HOW TO ADVERTISE

Includes instructions on compiling a mailing list; follow-up letters; collections by mail; turning inquiries into sales; organizing and systematizing an advertising department; the promoting department, etc. Pages, 359.

Price, postpaid, \$2.15

American Fruits Publishing Co., Inc.  
39 State St., ROCHESTER, N. Y.

## Nut Trees

Wholesale and Retail

### Budded and Grafted Trees

Transplanted stocks, Pecans.  
English and Black Walnut,  
Shagbarks and Hybrids,  
Filberts, Etc.

J. F. JONES, The Nut Specialist

Box N. Lancaster, Pa.

Modern advertising has elevated the standard of business ethics. It conserves trade, extends business, creates good will; it protects and fosters legitimate enterprise.

### AN ELOQUENT DEFIANCE

Every advertisement in this Trade

Publication is an eloquent defiance to the enemies of a republic and the principles of democracy. It is a standing declaration of the power and determination of the business men of this country that the progress and prosperity of its people shall not be defeated.

### Clinch More and Bigger Sales

by developing your "selling personality." Here's the helpful, inspiring book to show you how. **Successful Selling**, by E. Leichter. It gives you the secrets of order-getting salesmanship; explains how to select the right approach, presentation and closing for each individual prospect. It will help you make of yourself a commanding salesman. Handy size for your pocket, cents postpaid.

American Fruits Pubg. Co., Rochester, N. Y.

## ORNAMENTAL TREES AND SHRUBS

"Bay State Quality"

Largest assortment in New England.  
Evergreen and deciduous trees.  
Sturdy, choice stock that can be depended upon.  
Send for Trade List.

THE BAY STATE NURSERIES

Finest of Shrubs. Hardy native and hybrid Rhodo dendrons—transplanted and acclimated. Strong field-grown Perennials in great variety.

NORTH ABINGTON, MASS.

## HAVE SOLD OUT ON GRAPE VINES

Will have nothing to offer for next Spring's delivery; but I intend to be prepared to offer for the Fall of 1919 and Spring of 1920 one-year vines, which will be principally

**Moore's Early and Concord**

**Fairfield Nurseries**

(CHAS. M. PETERS)

SALISBURY, MD.

## SELL MORE GOODS

Harness that force, cultivate that faculty of persuasion which lies dormant in all men, and train your magnetic qualities for use in your daily work. Read "How to Develop Power and Personality in Speaking," Grenville Kleiser's new book, and learn to close your deals on the spot by making your talk count. Thus you will gain access to a prolific field of new business, and will take larger and fuller orders from your established trade.

Price \$1.25 net; by mail, \$1.40.

AMERICAN FRUITS PUBLISHING CO.  
39 State St., Rochester, N. Y.

### Twice-a-month

### Nursery Trade Publicity

On the 1st and the 15th

AMERICAN NURSERYMAN

NURSERY TRADE BULLETIN

Robert George, of the Storrs & Harrison Co., Painesville, O., is making a tour of the California trade.

## STANDARD PUBLICATIONS

### American Nurseryman (Monthly)

A National Trade Journal For Nursery Growers and Dealers.

\$1.50 per year; Canada, abroad, \$2.00

Advertising rate: \$1.40 per inch.

Three years' subscription \$3.50

Three years—Canada, abroad \$5.00

### Year Book—Directory (Biennial)

Of the Nurserymen of the United States and Canada.

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Only National Publication Devoted to Nut Culture of All Kinds

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These are the Standard Publications of the kind. Based upon 26 years' experience in the Horticultural Field. Endorsed by leading authorities everywhere. Absolutely independent. Address

**American Fruits Publishing Co., Inc**

39 State St., Rochester, N. Y.

"Nurserymen ought to be free to discuss trade topics not only as they come up in annual conventions, but throughout the year in the trade journals."—J. H. Dayton Storrs & Harrison Co., Painesville, O.

### French Seedlings

and Ornamental Stocks

New prices are ready; consult with my Sole Agent, John Watson, Newark, New York, for prices and importing expenses.

Angers, F. DELAUNAY France

## How To Deal With HUMAN NATURE IN BUSINESS

By SHERWIN CODY

Author of "How to Do Business by Letter" "The Art of Writing and Speaking the English Language," Etc

A Big, Practical Book on Doing Business by Correspondence, Advertising, and Salesmanship

Direction, Suggestion, Study and Example based on the Real Psychology of Business Effort. Considers with care National Characteristics. Service, Your Own Valuation of Yourself. Monopoly for Every Man. The Mind and How It Works. Advertising. The Imaginative Method and Its Uses. Principles of Appeal. Proportion and Emphasis. Analyzing a Business. Correspondence. Various Styles in Business Letter-Writing. System in Mail Order Correspondence. A Study of the Grocery Business. Collections by Mail, etc. Price, \$2.00 Net; by mail \$2.12.

American Fruits Publishing Company, Inc.  
39 State Street, ROCHESTER, N. Y.

## Modern Propagation of Tree Fruits

By B. S. BROWN, M. S., Prof. Horticulture, University of Maine

In the preparation of this book three important factors were kept in mind.

FIRST, only to include those practices of propagation which are in general use and which are accepted by the orchardist and the commercial nurseryman as being the most important.

SECOND, to furnish, in a condensed form, such information on propagation as will enable the general fruit-grower to follow out the practices. It is assumed that the average fruit-grower has a general knowledge of the various methods of propagation, hence the many confusing details are here omitted.

THIRD, an attempt is made to follow rather closely the methods employed by the larger commercial nurseries and to contrast these with the similar operations of the orchardists. The fruit-grower who buys his nursery stock desires to know something of the methods whereby it is produced. The student of Horticulture needs a general knowledge of nursery work and how to apply it to either commercial or home use.

### TABLE OF CONTENTS

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| III. The Nursery.                     | VII. The After Treatment of Nursery Stock |
| IV. The Different Budding Operations. | VIII. Some General Considerations.        |
- xi+174 pages, 5 by 7. 75 figures. Cloth, \$1.50

American Fruits Publishing Co., 39 State St., Rochester, N. Y.

## Market Development Campaign

(Continued from page 100)

less than what it actually cost to grow it,—in some instances at less than it cost to pack and ship it! And it is no wonder that others have hesitated to join an organization contemplating a campaign for increasing the demand for nursery products when they felt that other members of the same association might ship out stock which was either poorly grown or not true to name, and as a result would "kill" the demand for nursery products and cause the buying public to be generally suspicious of all nurserymen.

### For Better Practices

If such conditions are serious obstacles in the way of market development on a national basis—and there can be no doubt that they are,—then most certainly it is part of the work of the organization built for the purpose of market development to see if it is not possible to do something toward bettering practices which have and are still having such a serious effect on the entire industry. With this in mind the Executive Committee of the Organization for Market Development is endeavoring to work out a practical plan which will be directly aimed at the elimination of these conditions and thus help to build a broader and a firmer foundation for the Market Development work which it is hoped to accomplish during the next five years.

Every association of nurserymen in the country has felt increasingly the necessity for attempting to do something along this line; something to curb the actions of the grower who to "get business" yields to the temptation to quote prices without any regard to cost or who is willing to sell stock which is not up to the quality that should be maintained in order to quote "cheap prices". Many attempts have been made, and while they have not succeeded in accomplishing everything which needed to be done, nevertheless **PROGRESS HAS BEEN MADE**. It should be kept in mind that it is not so much where we are as the direction in which we are going that really counts! **By far the greater number of nurserymen with whom the manager of the National Service Bureau has talked have felt very definitely that some things have been done and that the time for doing still more important things, looking to the improvement of conditions in the industry, is ripe.** If this is true, then most certainly it is up to every nurseryman who thinks at all well of the business in which he is engaged or expects to remain in it for any time to come to put his shoulder to the wheel along with the rest of the bunch and do his "bit".

### Let All Help Now

The Executive Committee is anxious and eager to have the co-operation of anyone who helped to do the good work already done. Several of the associations have attempted to bring about some degree of standardization and a minimum level of prices fixed at least above actual cost of production. They will be glad to receive any suggestions along this line.

The Manager of the Nurserymen's National Service Bureau which has its headquarters at 220 West 42d Street, New York, will be glad to send full particulars regarding the syndicated articles sent out, illustrated lectures, etc., to any nurseryman whether a subscriber to the market development fund or not.

The National Service Bureau is to help all nurserymen—but by that same token all

### THE AUTHORITY

Plant Quarantine Act, August 20,  
1912 as Amended March 4, 1913  
and March 4, 1917

Sec. 7. That whenever, in order to prevent the introduction into the United States of any tree, plant or fruit disease or of any injurious insect, new to or not therefore widely prevalent or distributed within and throughout the United States, the Secretary of Agriculture shall determine that it is necessary to forbid the importation into the United States of any class of nursery stock or of any other class of plants, fruits, vegetables, roots, bulbs, seeds, or other plant products from a country or locality where such disease or insect infestation exists, he shall promulgate such determination, specifying the country and locality and the class of nursery stock or other class of plants, fruits, vegetables, roots, bulbs, seeds, or other plant products which, in his opinion, should be excluded. Following the promulgation of such determination by the Secretary of Agriculture, and until the withdrawal of the said promulgation by him, the importation of the class of nursery stock or of other class of plants, fruits, vegetables, roots, bulbs, seeds, or other plant products specified in the said promulgation from the country and locality therein named, regardless of the use for which the same is intended, is hereby prohibited; and until the withdrawal of the said promulgation by the Secretary of Agriculture, and notwithstanding that such class of nursery stock, or other class of plants, fruits, vegetables, roots, bulbs, seeds, or other plant products be accompanied by a certificate of inspection from the country of importation, no person shall import or offer for entry into the United States from any country or locality specified in such promulgation, any of the class of nursery stock or of other class of plants, vegetables, roots, bulbs, seeds, or other plant products named therein, regardless of the use for which the same is intended: **Provided**, That before the Secretary of Agriculture shall promulgate his determination that it is necessary to forbid the importation into the United States of the articles named in this section he shall, after due notice to interested parties, give a public hearing, under such rules and regulations as he shall prescribe, at which hearing any interested party may appear and be heard, either in person or by attorney: **Provided further**, That the quarantine provisions of this section, as applying to the white-pine blister rust, potato wart, and the Mediterranean fruit fly, shall become and be effective upon the passage of this act: **Provided further**, That hereafter any class of nursery stock or of any other class of plants, fruits, vegetables, roots, bulbs, seeds, or other plant products of which the importation may be forbidden from any country or locality under the provisions of section seven of the Plant Quarantine Act approved August twentieth, nineteen hundred and twelve (Thirty-seventh Statutes, page three hundred and fifteen), may be imported for experimental or scientific purposes by the Department of Agriculture upon such conditions and under such regulations as the said Secretary of Agriculture may prescribe.

The American Peony Society has issued Bulletin No. 7 of Peony News, with the proceedings of the society for 1918.

nurserymen should help the National Service Bureau.

If you are not a subscriber yet, let us hear from you so we can explain a little more fully just what you will have to gain by coming aboard.

United States Department of Agriculture  
Federal Horticultural Board  
Washington, D. C.

March 25, 1919.

### ALL PRESENT PERMITS FOR IMPORTATION OF NURSERY STOCK REVOKED MAY 31, 1919

The Rules and Regulations Governing the Importation of Nursery Stock into the United States, effective on and after July 1, 1916, will be superseded on and after June 1, 1919, by Quarantine No. 37 and the regulations supplemental thereto. All permits for the importation of nursery stock issued under the former regulations will be revoked on May 31, 1919.

Under Quarantine No. 37, permits for the importation of nursery stock and other plants and seeds from countries which maintain inspection and certification of nursery stock in accordance with the requirements of the Plant Quarantine Act, will be valid until revoked. Applications for such permits must specify the exact designation of the nursery stock and other plants and seeds to be imported, such as "lily bulbs," "rose stocks," and "fruit tree seeds". Permits to import from countries which do not maintain inspection will be valid for the importation only, and application for such permits must contain a definite statement of the quantity to be imported. Permits of the former class will be issued for any customs port of entry in the United States. Permits of the latter class will be issued only for ports at which the Board maintains inspection service, including Philadelphia and New Orleans in addition to the ports mentioned in Regulation 6.

Persons contemplating the importation after June 1, 1919, of nursery stock or other plants and seeds covered by Regulation 3 of the new regulations, should make application to the Board in ample time to secure the necessary permit before the order is placed, or at least before shipment is made. Blanks upon which applications may be made will be furnished by the Board upon request. Care should be taken to see that all the information called for on the blank is furnished.

LESTER E. PALMER,

In Charge of Entry of Plants and  
Plant Products Under Restriction.

Approved: C. L. Marlatt,  
Chairman of Board.

### U. S. QUARANTINE NO. 37

Effective on and after June 1, 1919.

Prohibits the importation of nursery stock and other plants and seeds from all foreign countries and localities, on account of certain injurious insects and fungous diseases, except as provided in the regulations. Under this quarantine the following plants and plant products may be imported without restrictions: Fruits, vegetables, cereals and other plant products imported for medicinal, food, or manufacturing purposes, and field, vegetable, and flower seeds. The entry of the following plants for propagation is permitted under restriction: Lily bulbs, lily of the valley, narcissus, hyacinths, tulips, and crocus; stocks, cuttings, scions, and buds of fruits; rose stocks, including manetti, multiflora, briar rose, and rosa rugosa; nuts, including palm seeds; seeds of fruit, forest, ornamental, and shade trees, seeds of deciduous and evergreen ornamental shrubs, and seeds of hardy perennial plants.

Imports of nursery stock into the United States in January 1919 were valued at \$103,049 as against \$161,987 in January 1918.

Say you saw it in AMERICAN NURSERYMAN



## ORNAMENTAL TREES

**Acer Platanoides**—6 to 8 ft., 8 to 10 ft., 1 1-2 inches, 1 3-4 inches.  
**Acer Rubrum**—6 to 8 ft., 8 to 10 ft., 1 1-2 ins.  
**Acer Saccharinum**—6 to 8 ft., 8 to 10 ft., 2 1-2 inches, 3 inches.  
**Aesculus Hippocastanum**—2 ins., 2 1-2 ins., 3 ins.  
**Betula Alba Laciniata**—6 to 8 ft., 8 to 10 ft., 1 1-2 ins.  
**Catalpa Bungei**—4 to 6 ft. stem.  
**Platanus Orientalis**—6 to 8 ft., 8 to 10 ft., 10 to 12 ft., 1 1-2 ins.  
**Quercus Rubra**—6 to 8 ft., 8 to 10 ft., 1 1-2 inches.  
**Salix Dolerosa**—8 to 10 ft.  
**Ulmus Americana**—1 1-2 ins., 1 3-4 ins., 2 ins., 2 1-2 ins.

### EVERGREENS

**Abies Douglasi**—3 to 4 ft.  
**Picea Alba**—3 to 4 ft.  
**Retinospora Plumosa**—18 to 24 inches, 2 to 2 1-2 ft.  
**Retinospora Plumosa Aurea**—18 to 24 ins., 2 to 2 1-2 ft.  
**Thuja Hoveyi**—18 to 24 inches.

### SHRUBS

**Cornus Alba Siberica**—2 to 3 ft., 3 to 3 ft., 4 to 5 ft.  
**Deutzia Pride of Rochester**—3 to 4 ft.  
**Hibiscus Syriacus (Althea)**—3 to 4 ft., 4 to 5 ft. bushy, 4 to 5 ft. tree shape.  
**Kerria Japonica**—2 to 3 ft.  
**Kerria Japonica Variegata**—15 to 18 inches.  
**Ligustrum Cilatum**—2 to 3 ft.  
**Ligustrum Ovalifolium**—12 to 15 ins., 15 to 18 ins., 18 to 24 ins., 2 to 3 ft.  
**Philadelphus Coronarius**—3 to 4 ft., 4 to 5 ft.  
**Philadelphus Coronarius Aurea**—15 to 18 inches.  
**Philadelphus Gordonianus**—3 to 4 ft., 4 to 5 ft., 5 to 6 ft.  
**Philadelphus Grandiflorus**—3 to 4 ft., 4 to 5 ft., 5 to 6 ft.  
**Rhus Copallina**—2 to 3 ft., 3 to 4 ft.  
**Sambucus Nigra Aurea**—3 to 4 ft., 4 to 5 ft.  
**Spiraea Opulifolia Aurea**—3 to 4 ft., 4 to 5 ft.  
**Spiraea Thunbergii**—2 to 2 1-2 ft.  
**Spiraea Tomentosa**—2 to 3 ft.  
**Symphoricarpus Racemosus**—2 to 3 ft.  
**Symphoricarpus Vulgaris**—2 to 3 ft.  
**Mahonia Aquifolia**—18 to 24 inches.

### ROSES—Strong Field Grown

Eugene Furst      Frau Karl Druschki      Margaret Dickson  
 Mrs. John Laing      Tom Wood      Ulrich Brunner      Killarney  
 Persian Yellow      Soliel d'Or      Tausendschon      Dorothy Perkins  
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 Aquilegia      Chrysanthemums      Shasta Daisy      Coreopsis  
 Delphiniums      Dianthus      Eulalia Univittata      Gaillardia  
 Hibiscus (Mallow Marvels)      Iris      Lychnis      Phlox      Sedum      Etc.

### FRUIT TREES—FRUIT PLANTS

In Fair Supply

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## FOR YOU

A general line of Nursery Stock: Fruit, Shade and Ornamental Trees, Evergreens, Asparagus, Rhubarb, California Privet; Oriental Planes—Pin Oaks in carload lots.

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## Objections To Plant Quarantine Order

At the request of some of the members of the American Association of Nurserymen, the counsel of that organization, Curtis Nye Smith prepared the following statement which was sent to Washington:

The American Association of Nurserymen is the oldest and largest organization of nurserymen in the United States, having been organized forty-three years ago and represents all of the larger and many of the smaller nurserymen throughout the United States. It can be said without successful denial that this Association more nearly represents the ideas and wishes of those engaged in the important industry of importing, growing, and selling all kinds of plants, trees, and shrubs, more generally known as nursery stock, than any other organization or group of persons. This Association by a unanimous resolution at its annual convention declared its opposition to the total exclusion of foreign grown stock, such as is provided in quarantine order No. 37, and has, by its officers, recently authorized this statement of objections and such further action as may be found necessary in order to secure the repeal or substantial modification of said Order Number 37. In a desire to be quite frank, but more especially to dispute the erroneous statements of the proponents of this order it is alleged that there are some members of the Association who favor this exclusion order. These members are very few indeed, and, from an intimate knowledge of their business it is believed that their approval of the order is influenced by their personal gain or profit resulting from the effects of this quarantine order. It is confidently stated that the greater proportion of all the American nurserymen disapprove of this order and all registering their objections from a firm conviction that said order is unwise, unnecessary, and profoundly injurious to the horticultural interests of this country. These objectors are not prompted by two importers as has been stated by the Chairman of the Federal Horticultural Board.

This Association is advised that other organizations of nurserymen, notably, the New England Nurserymen's Association, the State Association of Nurserymen of Ohio, Pennsylvania, New York, and New Jersey have made formal objections to quarantine order No. 37.

### An Appeal to the Secretary of Agriculture

This statement of objections is an appeal to the Secretary of Agriculture to review and revise the quarantine order No. 37 ostensibly promulgated by the Secretary under and by virtue of Section 7 of the Federal Plant Quarantine Act of August 20, 1912, but really the conclusions of the Federal Horticultural Board.

While this plant Act provides for a public

hearing which shall precede the promulgation of any quarantine order, yet in the case of this order No. 37, the nurserymen are not satisfied that the Board has given full and proper consideration to the manifest defects and to the serious consequences of this order. Moreover, while it is true that the Board gave two hearings in this order,—as to the first hearing the nurserymen were misled by the Board's declaration of the purposes and probable scope of the Quarantine Order, and the hearing, over the objections of the nurserymen, was held at the height of their selling season when it was impossible to prepare their objections in the proper manner. It is believed to be proper and necessary to call particular attention to the first of the objections just stated. The Board, in its notice of the public hearing of May 28, 1918 stated that the real scope of the proposed quarantine was to exclude plants with earthballs about their roots, and imports from "little known and little explored countries." In addressing the hearing of May 28th, the Chairman of the Board reiterated this purpose. The nurserymen were considerably taken by surprise when the Board included in its quarantine plants and trees other than those above mentioned.

### Order No. 37 Is of Doubtful Legality

1. This order forbids, except as to a limited class of seeds and nursery stock, the introduction into the United States of nursery stock and other plants and seeds from all foreign countries and localities. Authority for this exclusion order is based on Section 7 of the Plant Quarantine Act of August 20, 1912 which, in effect, provided, that, in order to prevent the introduction into the United States of any tree, plant, or fruit disease or of any injurious insect new to or not theretofore widely prevalent or distributed within or without the United States, the Secretary shall prevent the importation of

nursery stock from any specified country or locality where such disease or insect infection exists.

It is assumed that the aforesaid limitations upon the authority of the Secretary in the promulgations of quarantines are real, not fanciful. To comply with this provision, the secretary must have proof of the specific disease or pest, that such disease or pest is found in a specific country or locality, and that such disease or pest is "new to or not theretofore widely prevalent or distributed within or throughout the United States."

Has the Secretary, or rather, the Federal Horticultural Board complied with these statutory requirements?

So far as the nurserymen can ascertain, the proofs adduced for this sweeping exclusion order against all foreign countries are limited to the evidence taken at the hearing on May 28th, 1918 and a pamphlet styled and referred to as "A Manual of Dangerous Insects Likely to be Introduced into the United States Through Importations."

A. A stenographic report of the hearing of May 28th, 1918 discloses this interesting information; just one insect, the European mole cricket (page 13) and two plant diseases (page 66), The White Pine Blister Rust, and the Poplar Canker, are listed as coming from Europe and no attempt is made to specify from what countries of Europe. For all the evidence shown, the countries of England, Holland, Belgium and France, from which ninety per cent of all foreign importations come are not at all a source of infection or infestation. And as to the White Pine Blister Rust we already have an entirely effective quarantine. Though no evidence is given, we might add that the gypsy and brown-tail moth were not introduced by nursery stock, but by a scientist who accidentally liberated the pests in Essex County, Massachusetts. Moreover, the Hessian fly, the pink bollweevil, and the European corn borer were introduced independently of nursery stock.

Again turning to the evidence of May 28, 1918, we find that the alleged or possible trouble comes from the Orient, or little known countries as follows:

The Japanese Beetle (p. 12); citrus canker, (p. 24).

The Fiji and Serah sugar cane diseases (p. 27) though they are not found in this country, and we have strict federal quarantines.

One witness listed 189 Fung! (p. 30)

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which are unnamed as to varieties and we are unadvised as to their harmfulness, coming from Japan, Philippines, Java, Australia, and Indo China. Oriental peach moth (p. 37) hag moth from Japan (p. 61); chestnut blight (p. 66). Dr. Metcalf offered to list, but did not, several thousand diseases existing in parts of the world little studied or explored (p. 67).

Other evidence was given at said hearing which can well be ruled out as being too indefinite and unresponsive to the issues under consideration as follows:

A New Jersey entomologist testified (p. 13) that he discovered 20 species of foreign insects in soil about the roots of imported plants. It is not disclosed where these plants come from, when they came, whether the examination of the plants was made prior to contact with soil in this country, or otherwise, and, more important still, whether they are injurious insects or harmless. It is the estimation of the government experts, this evidence is valueless. Mr. David Fairchild, expert of the Bureau of Plant Industry, U. S. Department of Agriculture, picturesquely testified (p. 20):

"It is not a question of balled plants from Belgium but from upper Yanisel where we know nothing about the plants."

Doctor Beattie, of the same department, testifies (p. 28).

"We get hundreds of suspicious diseases and insects that turn out to be nothing."

The **Bamboo Smut** was brought into the United States by the United States Department of Agriculture from what country we are not informed (p. 28). A **nematode** affecting is said to have come into the United States presumably from the Orient, though we were not advised (p. 29) and the same is true of the leopard moth (p. 38).

The case of the Japanese beetle above referred to raised a doubt as to the value of the case against nursery stock.

On page 12 of the Record a scientist makes the positive statement that "about three years ago (i. e. 1915) there came into our state at Riverton, New Jersey, in the soil about the roots of a Japanese iris a Japanese beetle."

In the estimation of the Chairman of the Federal Horticultural Board, this evidence is so convincing as to danger of importing plants with balls of earth not only from Japan but from "all foreign countries and localities" that he says in his memorandum to Congress found at P. 2466 Congressional Record of January 30th, 1919.

"It is worthy of note that this beetle, in the opinion of the experts of this department and of the state of New Jersey who have investigated the matter, was brought in by the Dreer Nursery with importations of Iris from Japan. The insect first appeared in the heart of the Dreer nurseries, and had spread from this center over an area of approximately 25,000 acres. . ."

What are the facts in this case? In August, 1916, Mr. R. B. Weiss, Chief Inspector of New Jersey, and his assistant discovered an unknown insect, later reported to be the Japanese beetle, in the corner of a branch nursery two and one half miles from the Dreer nursery. By examining the records it was shown that in 1911, five years prior to the discovery of the beetle some Japanese iris had grown in this particular locality of said nursery. Adjacent to this nursery where the bug was discovered is a fifteen acre uncultivated field abounding in smart weed, the food the bug greatly enjoys, and next to this field is the old Parry nurseries, abandoned for years. The flight of the beetle, statements of the government experts to the contrary notwithstanding is not over two hundred yards. When the beetle

is disturbed, it does not fly, but "freezes." It is the conviction of experienced horticulturists that this beetle originated in the old Parry nurseries, and not in the Branch nursery in which the Japanese iris had been planted five years previously.

The economic loss to horticulture caused by this beetle has amounted to five dollars.

In our understanding of the value of scientific deductions the conclusions of the Federal Horticultural Board in the case of the Japanese beetle are without merit. They require as much credulity as it would require to establish the truth of Psychic Phenomena by the seances of a Palladino. The nurserymen inquire, as they think the Secretary of Agriculture must, if the other proof on which the Board rests its reasons for Order No. 37 is of the same circumstantial, unscientific and improbable character as the Japanese beetle evidence.

B. The only other evidence offered at this hearing on May 28th, 1918 to support Quarantine Order 37 is the Board's reference to the aforesaid "Manual of Dangerous Insects."

While this manual is an admirable and well arranged catalogue of insect pests liable to be introduced into the United States, it does not, nevertheless constitute a defense of quarantine Order No. 37. Many of the pests mentioned are admittedly liable to be introduced on other materials than plants. Many of the insects or spiders are found in the Orient, Australia, or little known countries. There are not sufficiently specific charges against countries of Europe like Holland, Belgium, France and England, from which this country derived 90 per cent of all its importations. Moreover, there is no evidence or claim that these pests cannot be detected by inspection either in the foreign countries or on entry to this country, in a manner proposed in a later title of this statement. For example, there is not a single charge as to trees and plants against Canada, Newfoundland, and many other countries nor against the Kentia Palm which is only grown on a single island. Many of the pests listed have nothing to do with plants, trees and shrubs, nor are these articles charged as liable carriers of the insects.

Inasmuch as Order 37 excludes nursery stock from all foreign countries and localities it is necessary, we repeat, under the limitations of the Secretary's power to quarantine to prove that specific countries or localities are infected or infested with "tree disease or injurious insect new to and not theretofore widely prevalent in the United States."

The nurserymen can not escape the conclusion that Order Number 37 is designed to avoid the statutory limitations of the authority to quarantine. In addressing the hearing of May 28th, 1918 the Chairman of the Federal Horticultural Board stated,

"From the fact that we know nothing or very little of the enemies our inspectors are unable to make the same sort of inspection which they would of plants with respect to which they would know what to look for, and therefore, there is much greater risk of diseases and insects coming in."

This rather clearly indicates an intention to quarantine against something unknown, "on suspicion" as we have heard the entomologists say in their propaganda, which is the cause of this Quarantine Order No. 37. The Board has in effect made a new law,—has taken a short cut as to foreign

quarantines, whereas as to domestic quarantines, the Board had, in order to quarantine "on suspicion" to amend the Plant Quarantine Act.

American nurserymen are willing as any other loyal American citizens to exclude foreign grown horticultural products if there is a real demonstration of the necessity to employ such drastic measures. They, however, are unwilling to stand by silently, and see a Quarantine Order such as No. 37, imposed, or is clearly contrary to the law. If the exclusion of foreign grown horticultural products, for any reason not now authorized by the Federal Plant Quarantine Law is necessary, the nurserymen feel that the issues should be decided by the law-making power, not by a Board of administrative officers, whose orders may be issued and revoked at will, creating that instability which is a sure cause of preventing American nurserymen from taking up at heavy expense, and for long periods of time the difficult task of attempting to grow in America what they now find it impossible to grow.

2. As hereinafter referred to, the importer of ornamental stocks is discriminated against, the importer of fruit stocks having free entry of his merchandise. Does this appear to be the Equal Protection of the Laws assured to the citizen by the Federal Constitution?

3. The Federal Horticultural Board at the hearing on May 28, 1918 ruled out any discussion as to the legality of the proposed quarantine order, on the ground that the Department's counsellors had justified the quarantine, and for the further reason that the courts could decide the legal question. In such an important matter as this quarantine, it would seem more fair at least to have allowed a brief statement of a debatable legal question, and not force interested persons to resort to the expense, delays and annoyances of an appeal to the courts. It is provided, moreover, by the plant Quarantine Act, and a condition precedent to the promulgation of any valid quarantine, that all persons shall have the right to be heard. If the subject matter of their evidence is censored or restricted, it is respectfully suggested that interested persons are deprived of a right given them by law, and the order issued in consequence of said hearing is charged with invalidity.

QUARANTINE ORDER NO. 37 IS UN-NECESSARY.

Before excluding foreign grown plants propagated in such countries as Holland, Belgium, France, England and Ireland, the Federal Horticultural Board should have considered other methods of protection.

In his defense of this Quarantine Order No. 37 the Chairman of said Board stated in a Memorandum found on pages 2464 to 2466 of the Congressional Records of January 30th, 1919, as follows:

"With respect to the actual conditions of nursery stock and other plants heretofore received from foreign countries it is appreciated that the countries which have been most concerned in such exports to the United States have established inspection service with the result of greatly reducing the amount of infestation on such exported plants."

In the opinion of practical nurserymen, it is perfectly possible for the United States Department of Agriculture to make further regulations of inspection to cure any alleged

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present evils or risks. The representatives of the foreign governments have expressly and recently agreed to provide further inspections. It is also possible for experienced United States Inspectors to be placed in the districts of Europe where this country's horticultural supplies come from. As those districts of England, France, Belgium and Holland are very circumscribed and nearly 90 per cent of this country's imported stock comes from these areas it would be an easy task for these Federal Inspectors to inspect soil as well as plants and only stock from clean nurseries could be certified for export to the United States. For illustration, all the Azalea indica imported by American florists for forcing purposes is grown in an extremely limited field near the city of Ghent, Belgium. Azalea imported by American nurserymen are nearly all grown in Boskoop, Holland. Ninety per cent of the small French ornamental stock is grown in Orleans and Angers. Foreign nurserymen would be only too glad to submit to this voluntary inspection and restriction. This plan would meet the objection to earth balled plants which was the only regulation of European Exports proposed in the notice of hearing, and at the hearing of May 28th.

Federal and State inspection in this country could be immeasurably improved.

A follow-up inspection of importations could be initiated.

Nurserymen submit that nursery stock has been coming from the above described countries of Europe for very many years, and without infestations or infections, or that any pests or diseases have been eradicated by the nurserymen themselves, or as a result of official inspection and control under the Federal Plant Quarantine Act or under state inspection. Since the passage of the Plant Quarantine Act in 1912 we have the record that, not one single tree disease or dangerous plant disease has been introduced into this country on nursery stock.

Order No. 37 is a confession of a breaking down in Federal inspection or in the promulgation of satisfactory inspection regulations or in securing international agreements. These failures, however, should not be the excuse for the exclusion of valuable trees and plants.

#### THE ORDER IS UNFAIR

Order No. 37 permits entry of six bulbs, but excludes many bulbs of the same appearance or characteristics, grown by the same growers, in the same fields and under entirely similar conditions. If there is any reason for this discrimination it is not known to the nurserymen. It is not true that "these excluded bulbs are less important and (are) miscellaneous importations coming from widely scattered portions of the world." There are many roots or corms just as clean and easy to inspect as the favored bulbs. A little effort by the inspectors could protect this country from the rarely appearing diseases or pests.

Even the admitted bulbs can not come packed in soil, a serious limitation, because this packing takes up moisture and prevents freezing in transit. This packing dirt is, or can be sterilized, and in no event is it the soil in which the bulbs grew.

Rose stocks for propagation are admitted, but rose plants, the finished product are excluded, on what ground it is impossible to appreciate for never has any pest been detected on imported rose plants. The Board has wholly escaped the consequence of this unnecessary quarantine. Since the war, this country has not been able to import rose plants, resulting in the wholesale price

raising from eight to ten cents apiece to today's price of twenty-five cents. If Order No. 37 is not revoked, the price will probably be affected thereby.

If fruit stocks, seedlings, and seeds may be imported under this order, there is not the slightest more danger in admitting Norway maples, lindens, beech, sweet shrubs mock orange, high bush cranberry and other beautiful ornamental stocks. All these stocks are produced from seed and imported when two years old being grown in the same nurseries and under exactly the same conditions as the Rosa Rugosa.

The Board bases its right of discrimination between nursery stocks on economic grounds. The Board finds that there is danger from imported fruit stocks and seedlings, but admits them because the country must have them or lose its best orchards. But ornamentals are excluded under the mandatory words of section seven of the plant quarantine Act. The nurserymen fail to see a justification for this discrimination by executive action. It is certainly difficult to convince friendly nations of the justice of this order.

#### IMPOSSIBILITY OF SECURING DOMESTIC GROWN ORNAMENTALS

Azaleas, rhododendrons, boxwood, bay trees, and many other slow growing plants excluded by this order are very much desired by the American people and can not be successfully grown in commercial quantities in this country. This is a question of lack of expert as well as common labor, of capital, and of securing customers to pay the exceedingly high prices for these domestic grown stocks. Rumors of American grown stocks are unfounded.

#### POLITICAL OBJECTIONS

This Order No. 37 has already raised vigorous protests from several friendly governments. An order which tells a nation that it can ship fruit stocks and seeds, although liable to disease and pests, because such fruit stocks are absolutely necessary to this country, and excludes healthy stocks of ornamentals is bound to be considered unjust and unreasonable to such foreign nations. Since the issuance of this order No. 37 word has come from official sources that because of this order exportations of fruit stocks and seeds to America will be stopped. Foreign nations have not objected to some twenty Federal orders against specific diseases or pests, but this order is an entirely different matter.

#### THE CASE FOR THE AMERICAN CONSUMERS

Congressman Mann appears to be the only person who has directly appeared for the American consumer. The General Public has not yet heard about this order which will unnecessarily deprive them of hundreds of beautiful vines, shrubs, and plants. When they do appreciate this loss, there will be an insistent demand on Congress for the reason why an administrative Board has such plenary legislative powers.

Wherefore this Association requests the Secretary of Agriculture to revoke order No. 37, and, to promulgate further orders providing for a more efficient foreign and domestic inspection system. This association is firmly convinced that American citizens are entitled to demand that the administrators of the Plant Quarantine Act of 1912 shall exhaust all feasible methods of inspection and control before a resort to the general exclusion of foreign grown horticultural products. Respectfully submitted,

AMERICAN ASSN. OF NURSERYMEN,  
By Thomas B. Meehan, Dresher, Pa.,  
Acting Chairman Legislative Committee.  
Curtis Nye Smith, Counsel, American  
Feb. 14, 1919. Assn. of Nurserymen.

#### UNITED STATES DEPARTMENT OF AGRICULTURE

##### OFFICE OF THE SECRETARY

##### Federal Horticultural Board

#### AMENDMENT NO. 2 TO REGULATIONS SUPPLEMENTAL TO NOTICE OF QUARANTINE NO. 37

Under authority conferred by the plant quarantine act of August 20, 1912 (37 Stat., 315), it is ordered that Regulation 14 of the Rules and Regulations Supplemental to notice of Quarantine No. 37 Governing the Importation of Nursery Stock and Other Plants and Seeds into the United States, effective June 1, 1919, be, and the same is hereby amended to read as follows:

Regulation 14. Special permits for importation in limited quantities of prohibited stock.

Application may be made to the Secretary of Agriculture for special permits for the importation, in limited quantities and under safeguards to be prescribed in such permits, of nursery stock and other plants and seeds not covered by the preceding regulations for the purpose of keeping the country supplied with new varieties and necessary propagating stock: Provided, That this shall not apply to nursery stock and other plants and seeds covered by special quarantines and other restrictive orders now in force, nor to such as may hereafter be made the subject of special quarantines. A list of nursery stock and other plants and seeds covered by special quarantines and other restrictive orders now in force is given in Appendix A of these regulations.

Done in the District of Columbia this 27th day of March, 1919.

Witness my hand and the seal of the United States Department of Agriculture.

D. F. HOUSTON,

(Seal)

Secretary of Agriculture.

#### A POINT OF INQUIRY

Do the members of the American Association of Nurserymen indorse the statements in the brief submitted to the Federal authorities in Washington over the name of the Association, as published in this issue?

We are impelled to ask this question because statements all through that brief do not conform to statements made by prominent American nurserymen some of whom at least are members of the American Association.

The South Dakota Horticultural Society, in annual session, January 24, elected the following officers for the ensuing year: D. B. Gurney, Yankton, president; John Robertson, Hot Springs, vice-president; Prof. N. E. Hansen, Brookings, secretary-treasurer.

Many of our readers are acquainted with E. St. Elmo Lewis, of the Campbell-Ewald Company, advertising agents, Detroit, New York and Chicago, and his busy career in matters relating to publicity. Lewis is author of books on business efficiency and he has addressed more organizations of businessmen and advertising specialists than we have space to enumerate. Among other things from the pen of Mr. Lewis are the Lewis Bulletins from the Fifth avenue office of his company in New York. These are practical, readable, helpful comments and conveyances of current matter, original and selected, which busy business men pause to read and enjoy. In a recent Bulletin, for instance, Mr. Lewis summarizes and comments upon the speech of young Rockefeller at the Reconstruction Congress in Atlantic City, on the relation between capital and labor. The fact that what Mr. Lewis writes in these Bulletins is often on the same page with a testimonial for his company seems not to detract in the least from the interest in his matter.

A suggestion is made that a Flanders poppy would appeal to planters.





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